

GRAIN DEALERS' JOURNAL

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Vol. I. No. 1.

CHICAGO, ILL., JULY 25, 1898.

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ONE DOLLAR PER YEAR.

REGULAR GRAIN SHIPPERS.

To merit the patronage of regular shippers, receivers should confine their business to regular dealers.

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SPECIALTY: White and Yellow Corn
Fresh from Farmers.

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SHIPPERS OF **CORN**, CLIPPED AND
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Our Special Brand of White Oats
is a favorite wherever tried.

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Shippers of **Clipped White Oats, Corn,**

MILLING WHEAT, MILLFEED,
CLOVER AND TIMOTHY SEED.

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A GRAIN CLEANER

G next page

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Grain, Seeds, Hay and Straw

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BRAN AND SHORTS,

MARSHALLTOWN, IOWA.

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Grain, Flour and Millfeed,
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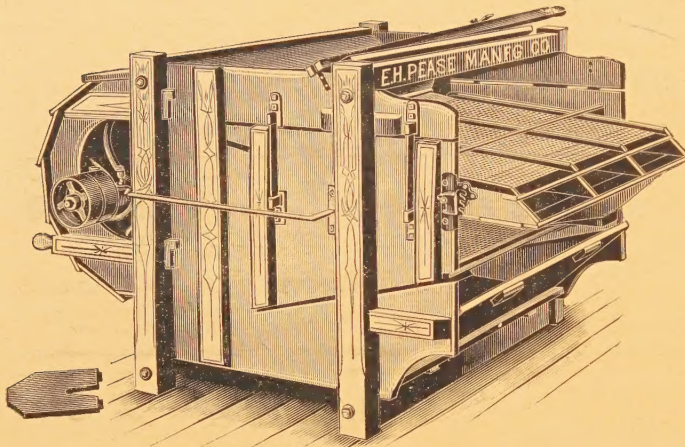
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A Good Cleaner

IS A PROFITABLE INVESTMENT.

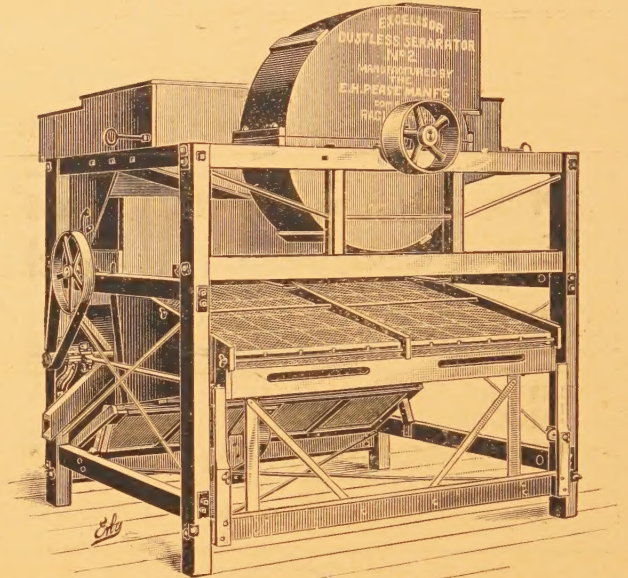
A Pease Cleaner

IS A GOOD CLEANER.

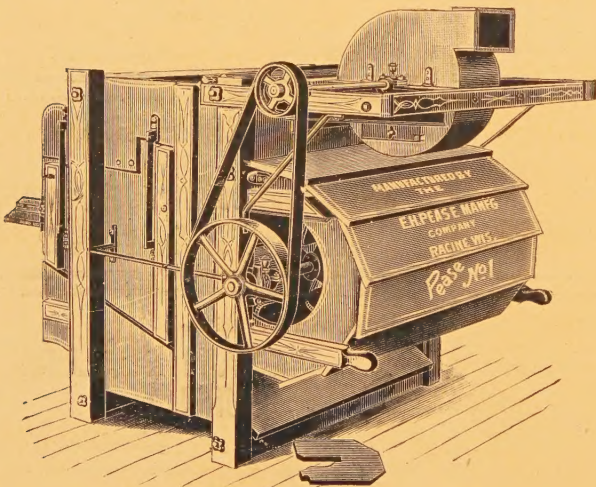


Pease End Shake Warehouse Fanning Mill.

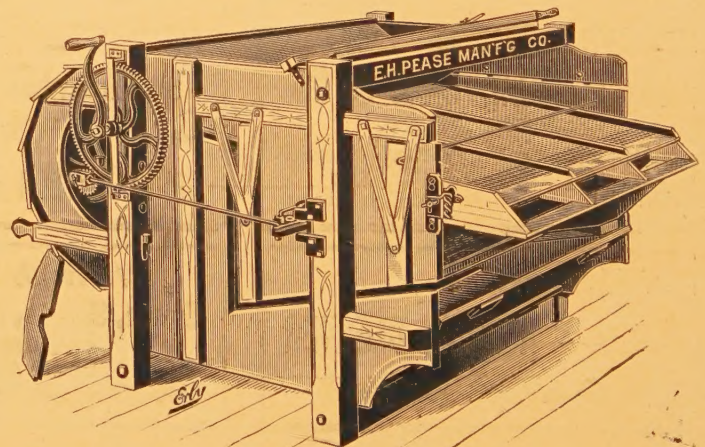
We make all sizes of cleaners for all kinds of grain. If the design of cleaner, workmanship and the quality of work done by it has any weight with you we can surely satisfy you. In addition to Corn and Flax cleaners we have the Pease Dustless Separators and Warehouse Fanning Mills, the Excelsior Dustless Warehouse and Elevator Separator, the Excelsior Separator and Grader, the Excelsior Combined Machine, and the Excelsior Oat Clipper.



Excelsior Dustless Elevator Separator.



Pease Dustless Separator.



Pease Side Shake Mill.

ALL KINDS OF POWER PLANTS, GENERAL MACHINERY AND SUPPLIES
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Receivers who confine their business to regular grain shippers merit the patronage of such shippers.

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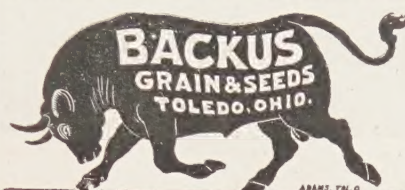
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Track bids offered to all regular dealers. We exclude "Scoop Shovelers."
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Wire us for Bids F. O. B. your track.

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Make advances
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Sell by sample and make prompt returns.

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Room 404, 102 N. Third St., ST. LOUIS, MO.

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Storage of Grain, Hay and Seeds Solicited.

DANIEL P. BYRNE & CO.

SUCCESSORS TO

Redmond Cleary Com. Co.

Established 1854. Incorporated 1887.

Grain, Hay and Seeds,

Chamber of Commerce, ST. LOUIS, MO.

KANSAS CITY.

HARROUN COMMISSION CO.

GRAIN

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Choice Milling Wheat...

We solicit mill orders for choice winter wheat,
either hard or soft.
Write for samples and prices.

Birch-Brannock Grain Co.

Receivers and Shippers,
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NEW YORK.

Chas. B. Morris & Co.

COMMISSION
DEALERS IN

Grain, Feed, Hay and Straw

...WAREHOUSE...

Foot 131st St., Hudson River,
and alongside N. Y. C. & H. R. Railroad
Tracks. Storage capacity for 85 cars.

NEW YORK.

Prompt Returns Made on Day of Sale

References: Mt. Morris Bank and
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Liberal advancements made on all consignments. Goods received via all railroads.
Bill lighterage free.

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E. LEE HEIDENREICH

Mem. Am. Inst. Min. Engrs.
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Contracting Engineer.

SPECIALTY....

Construction of GRAIN ELEVATORS

In Wood, Steel or Cement.

ESTIMATES FURNISHED 541 Rookery,
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A Grain Spout...

that will load cars without shoveling. It is worth its weight in gold. It will save you in labor all it costs in less than a month. The spout is lined throughout with heavy sheet steel, which can be renewed at any time without taking down the spout. We furnish new linings to all users of our spout at a reasonable price. Send for prices to

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shows cost of bushels and fractional parts of bushels. Sent postpaid on receipt of price, \$1.00. Circulars free.

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OATS CLIPPED, CLEANED AND MIXED AT THE

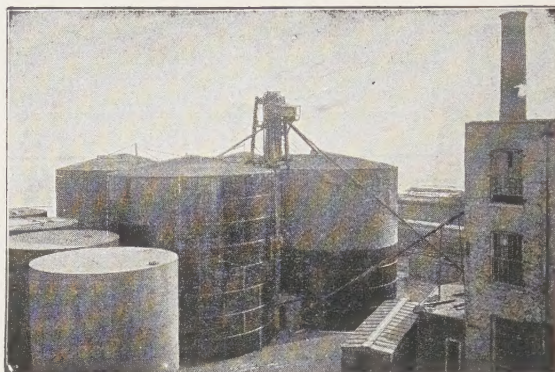
Nickel Plate Elevator,

Operated by HARRY G. CHASE, 10 Pacific Ave.
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Perforated Metal For Grain Cleaners



Wm. Graver Tank Works



MANUFACTURERS
AND BUILDERS
OF....

Steel Storage
...Tanks

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STEEL
ELEVATORS

We Build...

STORAGE



For Any
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GENERAL OFFICES,

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Conveying, Elevating and Power-Transmitting Machinery

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SPECIALTIES FOR MILLS AND GRAIN ELEVATORS.

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CALDWELL

STEEL CONVEYOR.

Manufactured exclusively by us at Chicago, with latest improvements.



CALDWELL CORRUGATED SEAMLESS STEEL ELEVATOR BUCKETS.

LINK BELTING
SPROCKET WHEELS.
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POWER GRAIN SHOVELS.
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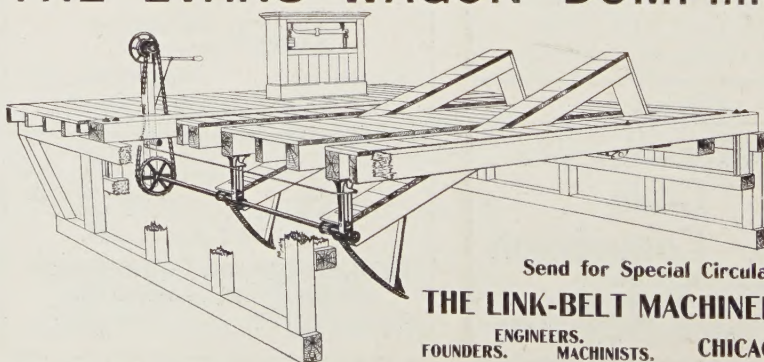
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FLEXIBLE SPOUTS.
GEARING (all kinds).
GRAIN SCOOPS.
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HANGERS.
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SWIVEL SPOUTS.
TAKE-UP BOXES.
TURN HEAD SPOUTS.
WIRE CLOTH.



AVERY SEAMLESS STEEL ELEVATOR BUCKETS.

THE EVANS WAGON DUMP.... PATENTED



"The
Ne Plus
Ultra
in
its line."

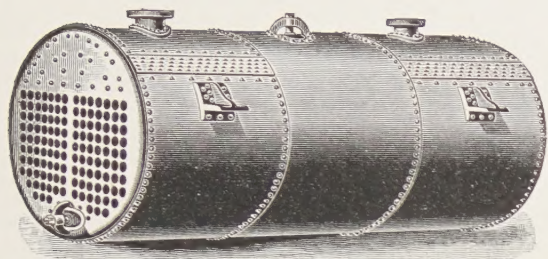
—Quana Mill
& Elevator Co.,
Quana, Texas,
July 15, 1898.

Send for Special Circular D.

THE LINK-BELT MACHINERY CO.,

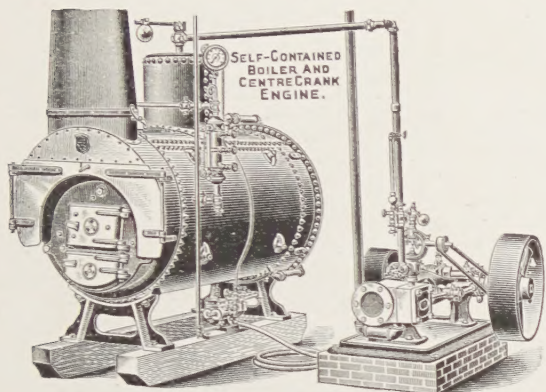
ENGINEERS. MACHINISTS. CHICAGO, U. S. A.

Complete Power Plants.

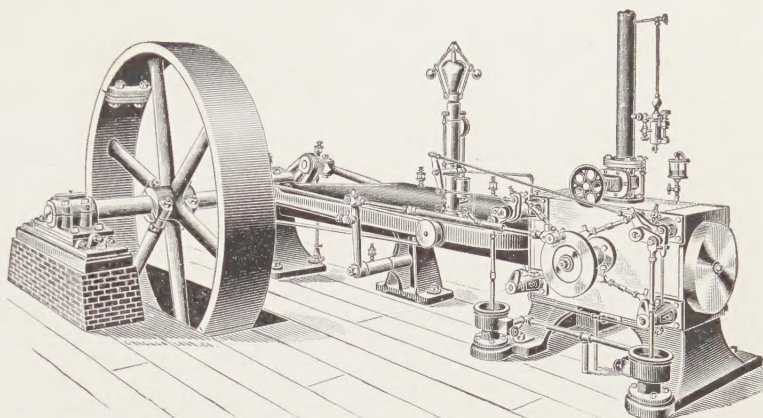


High Pressure Boiler.

High Grade Tubular Boilers,
First Class Corliss Engines.



Combined Boiler and Engine.



Sioux Corliss.

ECONOMICAL AND HANDY POWERS, JUST RIGHT FOR SMALL ELEVATORS.

The Murray Iron Works Co., Burlington, Ia.

GOLF SUITS OR SWELL CLOTHES.

May be worn at pleasure by the Four Hundred or the Four Thousand, at any one of the nine hundred and ninety-nine delightful summer resorts along the lines of the Chicago, Milwaukee & St. Paul Railway in the cool regions of Wisconsin, Minnesota, Iowa and Michigan, not omitting the famous Excelsior Springs of Missouri.

Within three hours' ride of Chicago are some of the most beautiful lake and country resorts in Wisconsin. Oconomowoc, Waukesha and Delavan are among the list. A little farther away are Elkhart Lake and the Dells of the Wisconsin River; and beyond are Marquette—with its magnificent Hotel Superior—Minocqua, Star Lake, Lake Minnetonka, Lakes Okoboji, Spirit Lake and hundreds of other deliciously inviting and invigorating spots where energy will be revived and life prolonged by a visit of a few days or a sojourn of a few weeks.

The season opens early in June and lasts until late in September.

Excursion tickets are sold every day during the summer months. Our summer guide book with list of hotels and boarding houses will be sent free upon application to Geo. H. Heafford, General Passenger Agent, Old Colony Building, Chicago, Ill.

TELEGRAPH CIPHER CODES.

ROBINSON'S TELEGRAPHIC CIPHER CODE, bound in leather, \$2.00; cloth, \$1.50

A-B-C INTERNATIONAL CODE, \$7.00

STEWART'S TELEGRAPHIC CODE, by means of which any number from 1 to 1,000,000 can be expressed by a single word of not more than 10 letters. 25c

For any of the above, address GRAIN DEALERS CO., 10 Pacific Ave., CHICAGO, ILL.

The GRAIN DEALERS COMPANY,
10 PACIFIC AVE., CHICAGO, ILL.

Gentlemen:—Enclosed find One Dollar for which please send the GRAIN DEALERS JOURNAL for one year to

Name _____

Post Office _____

County _____

Date _____ State _____

GRAIN DEALERS' EXCHANGE.

WANTED.

HELP! If you want an elevator superintendent, a buyer, a foreman, a bookkeeper, a machine tender or an engineer, make it known to those connected with the trade by advertising your want in this department.

SITUATION as buyer, superintendent, foreman, bookkeeper, engineer or helper about a grain elevator, can be secured by advertising for same in this department.

ELEVATOR WANTED.—I want to rent or buy an elevator at a country station in Illinois. Address Windsor, care Grain Dealers Journal, 10 Pacific Ave., Chicago, Ill.

A **SECOND HAND** scale, cleaner, clipper or other machinery can be obtained at a low price by advertising your want here.

ELEVATORS, WAREHOUSES AND GRAIN BUSINESSES can be secured by making your want known here.

Three grain committees of the Chamber of Commerce of Baltimore, Md., have been organized. John C. Legg and Edwin Hewes were re-elected chairman and vice-chairman of the wheat committee, John W. Snyder and Robt. Marye of the corn committee and Emory Kirwan and L. J. Lederer of the oats committee.

FOR SALE.

AT ONE HALF VALUE.—If you want to sell a grain elevator or warehouse advertise it where grain dealers will read it. That is right here.

GRAIN CLEANERS, engines and machinery not in use, which are in your way and increase the fire hazard of your plant, can be sold by advertising them in this column.

BARLEY GERMINATOR for sale. Do not guess at the quality of your barley, or depend upon the buyer at the central market. Get a germinator, grow a sample and determine with exactness its true value. It will prove a profitable investment even if you ship but one car a year. Price, \$5 to points in the United States. Address Germinator, care Grain Dealers Journal, Chicago, Ill.

E. G. Beall, of Van Alstym, Tex., has recently placed a No. 5 Dustless Separator, made by the Johnson & Field Mfg. Co., in his elevator.

The Milford Gin & Cotton Co., of Milford, Tex., has been incorporated; capital stock, \$10,000. The incorporators are John R. Griffin, J. M. Coffin and Ed. Wordall.

P. J. Odendall & Sons, of New Orleans, who were represented at Fort, Worth, Tex., have made an assignment. The firm's liabilities are reported to be \$30,000 more than their assets.

FOR RENT.

TO LET.—Space in this department, to elevator owners who wish to lease an elevator or warehouse.

MISCELLANEOUS.

If **YOU** do not find what you want advertise for it here.

Denver, Colo., expects to have a new 500,000 bushel elevator before autumn.

Chas. F. Orthwein & Co., of St. Louis, Mo., are building an elevator at Fort Worth, Tex.

It is estimated that the yield of grain in New Jersey this year will be much below the average.

It is reported that the wheat crop in the vicinity of Greenville, Tex., was damaged 25 per cent by wet weather.

The A. P. Dickey Mfg. Co., of Racine, Wis., has placed its Overblast Separators in the elevators at Claremore and Miami, I. T.

The grain storage plant at McKinney, Tex., consisting of three steel tanks, with a capacity of 40,000 bushels each, is nearly completed.

Work on the new 500,000 bushel elevator at Port Arthur, Tex., is progressing rapidly. It is being built by the Barnett & Record Co.

A fire in the warehouse of E. A. & J. L. Pennock, at Chatham, Pa., destroyed the building, 1,200 bushels of wheat, 50 tons of hay and a lot of feed.

WEBER Gasoline Engines

Are Known for Strength and Durability.

ADAPTED FOR
ELEVATORS, FEED MILLS, ETC.

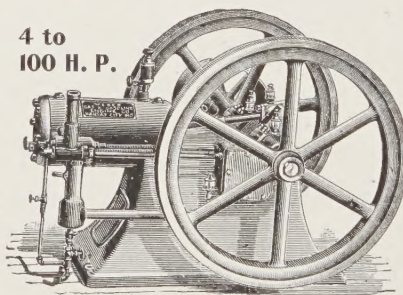
Cost to Run, 1c per H. P. Hour.

Send for Catalogue.

Weber Gas & Gasoline Engine Co.

424 S. W. Boulevard, KANSAS CITY, MO.

4 to
100 H. P.



GRAIN and LUMBER

are the two great staples of the country. Many grain dealers also handle lumber. If you are one of these you will be interested in **THE TIMBERMAN**, the weekly journal of the entire lumber trade. The regular price of **THE TIMBERMAN** is \$3.00 per year. Yearly subscription will be received for both **THE TIMBERMAN** and the **Grain Dealers' Journal** in combination at \$3.00 for the two, remittance for which may be sent to either paper. Sample copies of **THE TIMBERMAN** may be had free upon application to J. E. Desebaugh, Editor and Proprietor, 334, 370 Dearborn St., Chicago.

if U desire...

to keep informed on what is going on in the grain trade write your name and address on the back of this and mail together with One Dollar to the **Grain Dealers Company**, 10 Pacific Avenue, Chicago, Ill., and you will receive the

GRAIN DEALERS JOURNAL

regularly for one year.

If U Hav

a sign on your door, you are an advertiser. The sign is intended to advertise your business to passers-by. An advertisement in a reliable trade paper is only so many thousand signs spread over a great many square miles. You can't carry everybody to your sign, but the **GRAIN DEALERS JOURNAL** can carry your sign to everyone in the trade. ♣ ♣ ♣ ♣ ♣

GRAIN DEALERS JOURNAL

Published on the 10th and 25th of each month at
10 PACIFIC AVE., CHICAGO, ILL.
BY THE

GRAIN DEALERS' COMPANY.

CHARLES S. CLARK, EDITOR.

Price, Five Cents a Copy: One Dollar Per Year.

Letters on subjects of interest to those engaged in the grain trade, and news items are always welcome.

CHICAGO, ILL., JULY 25, 1898.

OUR BOW.

As its name implies, The Grain Dealers Journal will be published for the grain dealers of the country, that is, those regularly engaged in the grain business. From the start it will be against the scoop shovel man, the illegitimate dealers, and those who have no regard for the rights of the dealers regularly engaged in the business. The company which will publish it is made up of a number of prominent dealers from different parts of the country who recognized the need of such a journal, and propose to interest themselves enough in behalf of the trade to provide it. The Journal has been endorsed and recommended to the trade by the grain dealers associations of Illinois, Southwest Iowa and Northwest Missouri, Nebraska and Ohio. We are pleased to say that the regular dealers are acting on the recommendation, and many of them have already sent in their subscriptions. The Journal will be published by, for, and in the interests of the regular dealers. It is our intention that it shall be their journal, and it is hoped that all regular dealers will feel free to make use of it whenever they have any reforms to agitate, any abuses to expose or desire any information on trade questions. It is our earnest desire to serve the members of the trade well, and we will not hesitate to do all in our power to advance their interests. It is the hope of the promoters of The Journal that it shall be instrumental in bringing different members of the trade closer together, and give them a clearer understanding of their trade rights. It will strive earnestly to merit the support of all connected with the grain trade, and we will gladly accept any suggestions or assistance which will help it to advance the interests of the regular dealers whom we trust will never hesitate to make use of its columns for giving publicity to their opinions, as well as to news items of interest to the trade.

Watch The Journal grow.

If you do not find the information you want, ask for it.

Dealing in grain by railroad companies should be stopped.

Repress jealousy of your competitor lest it bring you misery.

The clean elevator does not give fire or bugs the glad hand of welcome.

Any and all regular dealers will be welcome to make this office their headquarters when in the city.

Indiana dealers must get together or the scoop shovel men will run some of them out of the business.

When the grading of grain has been reduced to an exact science opinions on quality will not differ so much.

The annual meeting of The Grain Dealers National Association will be held at Chicago, November 2 and 3.

The Omaha meeting of grain dealers was the best attended meeting the trade ever held. May it have many more like it.

Do not buy dirt at wheat prices. Get a tester and determine how much foreign matter wheat contains before buying it.

Opinions on trade problems and reports of news items of interest to the trade are solicited for publication in these columns.

Elevator men who use small hopper scales should put a counter on them, then there will be no mistake as to the number of drafts.

Country shippers can prevent farmers from learning the amount they are bid for grain by keeping cards and circulars under lock and key.

The fight for a loading fee for country elevator men has not been abandoned. They are entitled to it and some railroad officials are favorable to its being granted.

If you are so unfortunate as to have your elevator covered with a roof of wooden shingles you should keep it well insured and watch for fires from sparks from passing engines.

The dealer who hedges against his holdings protects himself against loss by a decline in the market, but if he sells more or buys he starts on a campaign of speculation that often ruins him.

The light oats of the '98 crop will result in more clipping being done at country points than ever before. Accordingly the demand for small clipper may be expected to be unusually good.

A Nebraska grain dealer, who asks for information in this number, like many others, seems to think that the grain

trade is called upon to bear more than its share of the war tax, and the list of the taxes show that he is right.

Uniform rules governing the grading of grain in all central markets would greatly simplify the business. A country shipper could then make a comparison of the different markets with some certainty of arriving at a correct conclusion.

A jealous country paper says Chicago private elevators continue the manufacture of contract grades of wheat. The country elevator men can also improve the quality of their grain if they will put in good cleaners and make use of them.

Hopper scales in terminal elevators which will not weigh a carload at a single draft should be discarded. The adoption of large capacity up-to-date modern hopper scales will greatly reduce the opportunities for errors in weighing and recording.

Country barn builders are likely to get into trouble if they attempt to build elevators in Illinois without first getting an architect's license from the state. The elevators which have fallen under the load of new grain should serve as a warning against employing inexperienced builders.

The repeated forging of bills of lading by irresponsible parties in the country serves to emphasize the necessity of rail carriers keeping blank bills of lading under lock and key. As a protection to the receiver's advice should be sent to the agent at destination by the station agent at initial point.

If buyers at grain centers would make their postal card bids in cipher they would confer a favor on the country shippers and keep the postmaster in the dark as to the prices offered the shipper. Card bids now and then fall into the hands of farmers and make much trouble for the regular buyers.

All of the trade associations seem to be gaining members and the trade is being benefited more by association work than ever before. The different dealers are being drawn closer together and more clearly see their common interests. Selfishness and jealousy are giving way to reason and friendship.

The last annual outing of the Ohio Grain Dealers' Association was very successful and there was a strong sentiment in favor of making the association a business organization. It has a large and fertile field for work and it is to be hoped that its officers will lose no time in placing it on a business basis.

The elevator man who has been satisfied to get along with an old fashioned corn sheller can now save money by putting in a new up-to-date sheller. The

reduction in the power used and the cost of operation, together with the improvement in the quality and the quantity of the work done, will soon offset the first expenditure.

If you are a regular grain dealer bear in mind that this journal is your journal, that it is working earnestly to advance the common interests to all regular grain dealers, and in that work solicits your assistance, your help and your suggestions. Your opinions on trade questions will always be welcome to its columns. Let us hear from you.

Some of the shippers at the Omaha convention were not at all backward in complaining of the shortages in shipments unloaded at East St. Louis. If something is not done to reduce the shortages in that market there will be an outcry against it from country shippers equal to that which arose against Chicago about a year and a half ago.

The defeat of the bill providing for state grain inspection for Ohio and the defeat of the wheat tester law in the courts through the combined efforts of Ohio dealers should serve Ohio dealers as an encouraging example of what can be accomplished. Organization would do much for Ohio dealers and the sooner they get together the greater will their profit be.

Buffalo and a few other places having grain elevators previously operated by electric power are not to be alone in such possession. The Great Northern elevators at the head of the lakes, an elevator at Copenhagen and the elevator illustrated in this number are among the number. Electric power is well suited to elevator use. It can be turned off when not needed and is always ready when wanted.

Some elevator heads are built without strut boards, which all will admit is far better than building the old style hopper bottom heads, which fill up and catch fire. The head without a strut board may spill a little grain when a choke occurs, but it will also permit the employes to look at the inside of the head every time they pass that way to see if anything is wrong. A strut board surely increases the fire hazard.

A grain trier cannot extract a fair sample of oats from a car and the inspector who uses one does the shipper a great injustice. A trier will always show at least twice as much mustard seed as the grain contains, because the seed is round, slick and heavy and will run faster than oats, so more will get into the trier. Neither will the trier extract a fair sample from a car of clipped oats if it contains much clipper dust because the dust will be packed so tightly as the trier is pushed through it that

it cannot get into the trier. It is plain that a trier is useless when it comes to sampling oats and should not be used.

We want our readers to make this journal what its name implies—a Grain Dealers Journal. Let this be your forum for the exchange of opinions with brother dealers on trade problems. Send us your news items for publication and whenever you want information do not hesitate to ask for it; we will do our best to obtain it for you.

Unfortunately for the grain dealers of Ohio, the work for which the association of that state was organized has never been completed and many of the dealers are still lending bags to farmers, much against their wills. The majority of those in the northwestern part of the state have tried earnestly and repeatedly to bring about a discontinuance of the practice, but a couple have stubbornly withheld from all agreements, preferring to pose as benefactors of the farmers. The practice has grown to a rank imposition and becomes more burdensome the longer the dealers submit to it. The farmer is no more entitled to the bags of the dealer to market his grain in than he is to the use of the dealer's horse and wagon for the same purpose. It is not necessary for dealers to lend bags, and when they do so with the expectation of getting the same bags back in good condition filled with the farmer's grain, they establish a reputation for being unduly credulous. The farmer sells where he can get the highest price, regardless of the expectations of the owner of the bags. The dealers can save much money by getting together and agreeing to do business on business principles. In some districts of Ohio the lending of bags has been entirely discontinued.

If the grain inspection department officials were possessed of a sincere desire to serve the barley trade well they would devise some method to determine the plumpness and the percentage of germination. Official inspection could be made of much value to the trade; at present it is worthless. Buyers in central markets do not heed it and country shippers have to depend upon judgment of the buyer which is not free from prejudice. Unless some better method to inspect barley is provided country shippers would do well to provide facilities for testing the growing properties of barley at home. This can be done by buying a barley germinator or by making one. Some of the best germirators are very simple, and used quite extensively. One consists of two round pans about the size of a cake pan. The upper one of the two pans has 100 perforations in its bottom, the perforations being made from the inside, and of a size large enough to retain a grain

of barley, the purpose being to place a grain of barley in each one of the perforations and to place over it damp sand. A little water is then placed in the bottom pan, and the top pan is set down so that the rim of the bottom pan encloses about one-half of the upper one. Inside of 24 to 36 hours the barley will be sprouted enough to enable one to determine how many grains of the sample will not grow, and this will show the percentage of the germination.

If elevator men and especially those whose houses are equipped with good cleaning machinery would make more of an effort to dispose of their screenings on the market, and to sell their grain in clean condition, they would surely derive a larger profit from the business. There is a good demand for screenings and as the supply increases no doubt a market will be found for them. The practice of mixing screenings with good grain for shipment is far from profitable, although many shippers flatter themselves that their mixtures are seldom detected. Grain is often placed in a lower grade on account of the dirt it contains, and in addition to this loss, the shipper is required to pay freight on the dirt.

A grain dealer who fills a tester by pouring grain in it rapidly and shaking it down has a good deal to learn, and his experience in learning how to fill a tester is costing him dearly.

Six months ago Joseph Leiter controlled most of the wheat in the country; since then he has lost the wheat and much of his money and has a few law suits as a reminder of his bullying the wheat market.

The friends of water navigation have again been attempting to scare those interested in Chicago's commercial standing by doleful wails regarding the grain trade being driven from Chicago by its shallow river channel.

Russia seems to be very much interested in the welfare of European wheat eaters, and recently has suggested the establishment of public granaries for the large centers. No doubt Russia expects to have wheat to sell this year.

Elevator men and others who have suffered from placing insurance with wildcat companies of West Virginia, will be pleased to know that the state auditor is taking steps to stop unlicensed insurance companies in that state.

Insurance agents at Duluth and West Superior are said to be considering the proposition to permit assignments of grain insurance policies. This would avoid short rates in grain insurance, but it has not yet been secured and it is doubtful if it will be.

LETTERS FROM THE TRADE

THE ILLINOIS WAREHOUSE LAW.

Grain Dealers Journal.—I am loyal to the regular dealers' common cause and stand opposed to the warehouse monopoly. The law was and is a commercial imposition on the people, and as long as it remains a law, will be a menace to the grain and produce business, and practically means annihilation to the receivers of Chicago, and in time I believe it will prove detrimental to the city, for with the honorable and trustworthy commercial houses driven out of business, the country shipper will have no one to care for his interest and the result will be, bad weights, bad inspection and impositions and fraud forced upon them to such a degree that the trade will be diverted to other markets. Yours truly, Illinois Shipper.

WANTS A LOADING FEE.

Grain Dealers Journal.—I enclose you herewith some articles, clipped from the Chicago Journal, written no doubt by "The Farmers' Friend" praising his own firm, and putting us in a very bad light with the farmers. You will readily see that we are obliged to keep the farmers pacified. We feel that we ought to be protected in some way against such competition. The only way we see out of it is for the railway companies to give all the regular dealers of Iowa a warehouse rental of 2 cents per 100 pounds on all shipments out of the state, and on all shipments within the state 1 cent per 100 pounds.

We understand that quite a number of railroad officials are very friendly towards this movement and if properly approached might lend their influence. Yours truly, Frank Thoms & Co.
Minburn, Iowa.

NOT LIVING UP TO INTERSTATE COMMERCE LAW.

Grain Dealers Journal.—It is the general belief that the railroads are not living up to the Interstate Commerce Law. There is a cutting of the freight rates, but we believe it is done mostly in the west.

I can appreciate that some of the western people might think that this was a matter affecting the east, and that we should take it up here, and I believe some action would be taken here by the eastern trade, or by our eastern Exchange, if we felt this discrimination was made here, but we believe it is made entirely, or almost entirely in the west.

The export business is being done here almost entirely by two firms; one working over the Pennsylvania Railroad and the other over the Lehigh Valley Railroad. The rest of us outside of these two firms are virtually blocked off and doing nothing of any consequence in the export line. Yours truly,

Philadelphia.

"DON'T STORE."

Grain Dealers Journal.—I have frequently been asked what I thought about shipping out stored wheat and speculating against it. I also notice some commission houses and, sorry to say, a few brokers, are advising their friends to ship out stored wheat and buy futures against it. In most cases this is simply a ruse to get speculative business, for they well know the average grain buyer or miller will buy 5,000

bushels for every 1,000 stored.

Grain men will speculate more than they ought on their own money, and without stored wheat. If they have no room to keep stored wheat at home, my advice is, don't store it. More than that, the farmer can in most cases build bins and keep his wheat at home for less than the usual storage charge. If the dealer wants to speculate on his own money, that is his affair. But if he ships the farmer's wheat, and uses this money to speculate with on a bushel more than is stored with him, it is not altogether his own affair. Especially if he has not the money to replace, should the futures go against him. I possibly should not say "speculate;" "buy futures" would not sound so much like gambling. E. A. Grubbs.

Greenville, Ohio.

COMPLAINS OF RAILROAD DISCRIMINATION.

Grain Dealers Journal.—I desire to submit a few facts that need not only serious attention, but state and national legislation, if grain buyers are to live at all between the fires of corn flour adulteration and railroad discrimination. The railroads have taken into their confidence certain parties who have large capital and elevators on the different roads in southeast Kansas.

It is the opinion of all dealers in grain on the M. O. P. R. R. that Hall & Robinson of Kansas City have the inside on rates with headquarters at Coffeyville, and on the M. K. & T. J. K. Davidson of Kansas City also has rates with elevators at Parsons on the M. K. & T. The writer had a buyer at Vinita, I. T., and Davidson's buyer paid St. Louis prices less the freight right along and on large lots we could not buy at any price, his buyer took forty loads and the other buyer five or ten daily for two months.

About October 1st we secured a lay with Brinson-Judd Grain Co. via the Frisco that enabled us to hold the M. K. & T. buyer level as to corn. When we could pay 17 cents for ear corn Davidson took it right along at 20 cents at any station north of Vinita to the state line, and had it taken to Parsons and there shelled and reloaded for Galveston.

It is claimed that the railroads in order to keep the rebate off their books, pay the firms in the way of rent for their elevators and pay them a salary on so much for each car they load on their line.

The writer was in the grain trade in Newton, Ia., 17 years, in Western Kansas 8 years, and here 4 years, and the pressure is tightening every year, and as I said, the buyer with a warehouse or a small elevator has his days numbered, unless the state and government step in to protect his legitimate business. I will aid any movement towards a remedy with my money so far as I am able, and will do all I can to build up a wall of protection for the grain men's interests throughout the west and southwest. F. P. Miller.
Chetopa, Kan.

LARGE AND SMALL CARS.

Grain Dealers Journal.—I wish to call attention to the following plea from Simpson, Hendee & Co., of New York. The complaint is not without good grounds:

"Grain shippers and distributors have been and are passing through the trying ordeal of a sharp decline in values.

At such times all manner of pretexts are made use of by men of weak character to evade loss by simply shifting the load from their own shoulders to those of the seller.

"There is, however, an almost unanimous complaint made against the west, the very justness of which brings grief and loss to jobbers like ourselves,—the abuse and perhaps dishonorable practice of loading large cars on a decline and small cars on an advance. There is no use denying the fact. It is done. And we innocent parties suffer because of it. We have had many a rejection on this decline because of the size of the cars. As an illustration: One of our customers having five cars bought at the top of the market refused to accept the goods because the cars were of more than the average size, referring us by date and car numbers to five cars of oats previously delivered when the market was about equally in his favor, the average of which was less than 900 bushels. Who can say that his offer to settle on the same average was unfair? And yet it was a serious loss to us. And many have been our losses where the customers would not take the cars at all. We couldn't think of going back to the western shipper with our burdens. But why should we suffer? And is it not possible to correct this abuse?"

"It seems to us that if this matter were seriously considered by the Board of Trade some solution of the problem might be arrived at. We are aware of the fact that the source of the trouble is not with the members of the Board, but with the country shipper at the initial point of shipment. It seems to us that some edict might go forth reaching these transgressors stipulating that no car would ever be received containing less than a given minimum quantity nor more than a given minimum quantity.

"We should be glad to have your views as to whether or not some action might be taken with a view to establishing more of a brotherly feeling between the eastern dealer and the western shipper. We feel bound to say (with regret) that while in the main we do not charge manipulation, there have been all too many evidences of its practice in some degree, for while it is a very common thing to find a western car of 1,600 bushels put into two eastern cars and called two cars when the market has advanced, it occurs just exactly never when the market declines. This abuse your Board ought certainly to be able to correct, or must it be left for the east to form some sort of combination or association to protect its interests?"

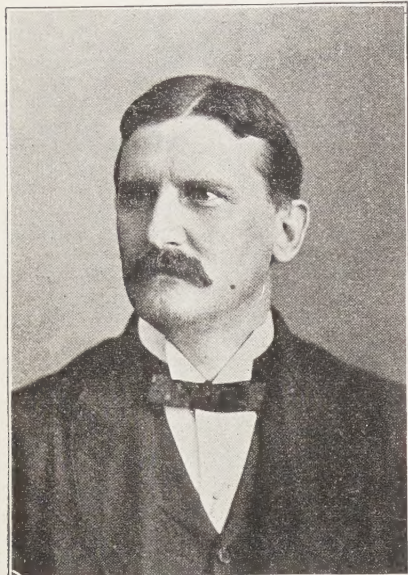
The plea for the establishment of a more friendly feeling between western shippers and eastern dealers deserves more than passing notice. Acquaintance and friendship beget confidence and encourage business. The eastern and western dealers should be drawn together through the medium of the trade associations. trade associations. A. E. Clutter.
Lima, O.

The war tax on sales made on the commercial exchanges has not as yet been credited with causing any depreciation in the business.

Owing to the scarcity of rice in Korea the government has suspended the import tax on rice and other grains until October 27th.

OHIO GRAIN DEALERS ANNUAL OUTING.

The annual meeting of the Ohio Grain Dealers' Association for 1898 was one of the most enjoyable the organization has ever held. The weather was superb, the attendance good, and the majority in a mood to enjoy themselves thoroughly.



Pres. Percy R. Hynson, Columbus, O.

This year about eighty-five gathered at Star Island, Mich., and held the twentieth annual convention.

On the first day a few went to Port Huron. About thirty went to Algonac and tried to catch the unwary scale bearers, but in vain. Wednesday evening a special tug was chartered and about forty-five went to Joe Bedore's, where they spent a very pleasant evening.

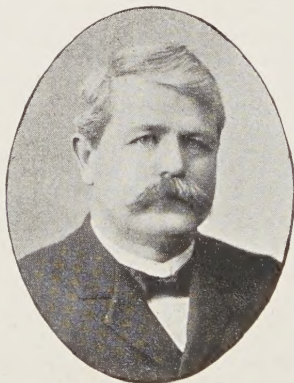
On Thursday forty good-natured dealers, under the command of Commodore Dewey, ably assisted by Queen Lil, chartered a tug and went to Mt. Clemens, where they captured all the off-grade hats, tin horns and miniature parasols in the place. As on Wednesday, a number of dealers remained on the island listening to the passing of the ships and swapping stories. Late in the afternoon, when all were eagerly watching for the bankers' boat, in sailed Commodore Dewey and crew, with Queen Lil proudly perched upon the pilot house. Speeches, dances and walk-arounds followed in quick succession until the arrival of the Bankers' Association. Then a few got into the large dining hall as bankers and partook of a real bankers' banquet.

On the evening of the second day the dealers present assembled in the ladies' ordinary. President James P. McAlister, of Columbus, called the meeting to order and delivered an interesting address, from which we take the following:

"The president of this organization is not overburdened with work. Aside from the little time required to assist in looking after the arrangements for our annual excursion, his official duties seem to begin and end with this one meeting. Anything like a general report from the chairman under these circumstances seems unnecessary and is unexpected. The secretary and treasurer, and possibly one or two special

committees, will have reports to make, however, and I believe they have some matters of interest to lay before you for your consideration. It is gratifying to see so many of you here. It speaks well for the future life of our organization.

"Away back about the year 1881, this organization had its birth at a meeting held at Put-in-Bay, O. I was present at that meeting, and as I look around this audience I am pleased to recognize a number who were there also. That meeting was called with the confident expectation that it would cure all the ills and remove every blemish the trade was heir to. The bag question, however, was the most important subject we had to deal with; this evil had grown to be almost an intolerant nuisance, and probably is yet in some sections. The farmers seemed to have conceived the idea that the grain buyers' bags were public property. The results of that meeting were not entirely successful or satisfactory. It was found, as will always be found in trying to establish a reform in a competitive line of business, that each dealer had a neighbor and competitor, and this neighbor and competitor went on and on and was ever present, and could not be confined to county lines, state lines, or even national lines; and that, in order to establish a uniform system or rule that would be uniform and fair for all, it could have no limit in one land and should embrace all the territory from ocean to ocean, and, in fact, I might add, from the arctic circle to the extreme limit of Patagonia. And so our first efforts to found a local organization to correct the evils of the trade were not a success. But the Columbus



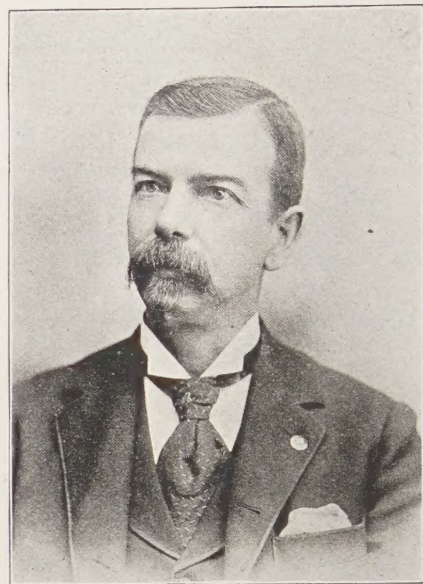
Vice-Pres. H. S. Grimes, Portsmouth, O.

dealers did stick together on the bag question, and for a long time discontinued the practice of allowing the farmers the free use of grain bags. With them it did not prove disastrous. Little, if any, loss of trade followed.

"The meeting, which was held at Put-in-Bay about seventeen years ago, although not entirely satisfactory, saw the birth of our organization. The associations formed there have been kept alive by our meeting each year since. True, these meetings have not been noted for any great effort to better the financial standing of the trade or correct the many evils that confront it. But they have been devoted to that which I believe is far more beneficial to the individual dealers who have participated in them.

"If you will permit me here, I will digress a little. Mr. Clark, of the national association, is present, and will likely say something to you. I believe

this association can do much good for the trade, but would suggest that in order to make it popular, the fee should be reduced to about two dollars, and this to include an annual subscription to the new Grain Journal, and by this means enroll all. As the benefits become apparent, the fee can be advanced, if necessary. It looks proper that all should associate with this organization



Treas. G. T. Chamberlain, Columbus, O.

for the common good, and have local organizations to look after your local interests, but keep our order aloof from all entanglements. To return to my subject. Now that we have gone through these years of our youth, attending these annual gatherings with pleasure and without friction, my hope is that during our early manhood, through the prime of life, and on to old age, we may continue these annual outings. May they be as devoid of business as they have been in the past, and devoted more and more to recreation and wholesome pleasure each year."

Secretary E. C. Wagner read the minutes of the last annual meeting, and they were approved.

Treasurer G. T. Chamberlain reported a balance on hand of \$132.93.

The committee appointed at the last annual meeting to collect funds and continue the fight against the Deaton law reported that the costs amounted to over \$430 and that \$312.50 had been collected by subscription, leaving a balance of \$83.50, besides a bill for postage amounting to about \$20.

A motion was made to continue the committee, with full power to act, and authorizing it to draw on the treasurer for any part of the money now due them which they were unable to collect from other sources.

P. G. Wood, of Lilly Chapel, said: Some have not contributed to the fund, although they will profit equally with us in the annulment of the law, and I think they should be given an opportunity to subscribe to the fund.

The motion was carried and the following resolutions adopted:

Whereas, The Grain Dealers National Association is working earnestly to advance the interests of those regularly engaged in the grain trade, and to relieve them of many of the abuses en-

cumbering their business; therefore, be it

Resolved, That The Ohio Grain Dealers Association endorse The Grain Dealers National Association, and recommend that every regular dealer of the state give it his hearty support and encouragement.

Whereas, Many of the hopper scales



Sec'y E. C. Wagner, Columbus, O.

used in terminal elevators are of such small capacity as to require the weighing of a carload of grain in two and three drafts, thereby doubling and tripling the opportunities for error in weighing and recording; therefore, be it

Resolved, That The Ohio Grain Dealers Association recommend that the weighing committees of the different commercial exchanges use their influence to bring about the displacement of the small capacity hopper scales with scales of sufficient capacity to weigh a carload of grain at a single draft.

Whereas, The regular grain dealers are organizing a company to be known as The Grain Dealers Company, for the purpose of publishing a grain dealers journal in the interests of those regularly engaged in the grain business; therefore, be it

Resolved, That The Ohio Grain Dealers Association endorse The Grain Dealers Journal and recommend that the dealers of the state give it their hearty support and encouragement.

Percy R. Hynson, of Columbus, was elected president, and after being escorted to the chair, said: "You can hardly imagine the gratification I feel at the honor you have seen fit to confer upon me. I shall try to do my best to advance the interests of members. I shall do everything in my power to make it a business organization. We have many mutual interests. Many abuses can be remedied. I thank you for the honor and beg that you will help me to make the association of value to its members."

H. S. Grimes, of Portsmouth, was elected vice-president; E. C. Wagner, of Columbus, secretary, and G. T. Chamberlain, of Columbus, treasurer. Mr. Grimes thanked the members for the honor conferred and promised to do what he could to advance the interests of the association.

By motion, the president was empowered to appoint an executive committee of three members to act with the president and secretary, who are members of committee ex officio. The president appointed as this committee M. Gunning, Chillicothe, O.; A. H. Huston, Columbus, O., and J. W. McMillen, Cavett, O.

The secretary of The Grain Dealers National Association addressed the meeting on association work.

It was unanimously resolved that a vote of thanks be tendered to the officials of the C. H. V. & T. railway, and particularly to Mr. C. F. Mayer, assistant general freight agent, for the courtesies which they had shown the association during this meeting, and which were thoroughly appreciated by every member of the association attending.

A vote of thanks was extended to the retiring president and the annual convention then adjourned.

Early on the morning following adjournment, the dealers gathered at the dock, as shown in the illustration, for which we are indebted to K. B. Seeds, of the Seeds Grain Company, of Columbus. The trip by water to Toledo on the palatial steamer City of Alpena was a pleasant one and was thoroughly enjoyed by all. At dinner C. F. Mayer, assistant general freight agent of the C. H. V. & T. railway, was presented with a handsome cut-glass salad dish, and responded in so happy a vein that the dealers immediately dubbed him "Chauncey Depew."

Arriving at Toledo about 2 o'clock, the dealers were met by the entertainment committee of the Produce Exchange. They boarded the excursion steamer Metropolis and were taken to the C. H. & D. elevator. On the way refreshments were served, and F. N. Quale, president of the exchange, made an address of welcome, and W. H.

CONVENTION NOTES.

F. Mayer says many voices were lost. There were horns in abundance—that is, tin horns.

Northrup was dead sore, while Grimes was smiling.

J. A. Granger remained behind to enjoy the rejuvenating breezes of Star Island.

Some of the events of the outing are shown in the illustration given herewith, which is taken from Zahm's Circular. It is the work of F. Mayer, who was one of the party.

Toledo was represented by F. Mayer, F. W. Rundell, C. S. Watters, J. A. Granger, E. L. Jamison, Jos. T. Odell and Geo. E. Hurlbut. Detroit was represented by P. P. McLaughlin.

Among those present from Columbus were: Jas. P. McAlister, Percy R. Hynson, J. W. McCord, E. C. Wagner, K. B. and E. W. Seeds, W. M. McKnight, J. E. Kane, Jas. A. Allen, W. S. Witman, H. E. Thatcher, J. J. Stevenson, A. L. Gilmore, C. F. Mayer, G. T. Chamberlain and E. L. Northrup.

Among others present were: H. C. Wagner, Pleasant Corners; M. Worthington, Plain City; S. Boden, C. C. Norton, Greenfield; H. A. Mills, W. H. Riddle, Sedalia; T. H. Harp, Versailles; F. R. Slauson, Piqua; J. N. Lambert, Lebanon; H. S. Grimes and J. P. Caskey, Portsmouth; J. H. Parks and Charles Vlreborne, New Holland; W. H. Hodge, Catawba; Myron D. Silver, West Jefferson; S. L. Mooney, Woodfield; E. J. Leist, Kingston; Paul G. Wood, Lilly Chapel; E. Rowles, Pleasantville; J. W. Tanner, London; M. Gunning, Chillicothe; E. S. Hunsicker and Harry Moler, Woodlyn; A. G. McDill, College Corner; A. Gardner, Cottage Grove; J. N. Ervin, Xenia; F. Didier, Versailles; Jas. Reidelderfer, Cir-



On the Dock at Star Island.

Moorehouse read an address of Secretary Denison B. Smith, who was too ill to be present. President Hynson responded and thanked the committee and dealers for their hearty welcome.

At the elevator the work of inspection and unloading grain was shown. The dealers then returned and dispersed. The annual outing was at an end.

cleville; S. R. Mitchell, Wilmington; H. W. Wolffley, Prospect; J. D. Bower, Waldo; James Ward, Ashville; F. McDowell, Bloomsburg; J. A. Resler, Caledonia; Ed. Rector, Woodlyn; S. E. Johnston, Grove City; J. D. Seymour, Kenton; Justin Brewer and N. R. Park, Ada; W. A. Alsdorf, Utica; W. H. Loveless, Ostrander; Jas. Thompson, Wilmington; J. W. Channel, Melvin; L. F.

Anderson and James Anderson, Anderson; F. S. Starr, Cardington; J. W. McMillen, Van Wert; C. E. Kistler, Carroll; S. Curliss, Pleasantville; H. M. Shellman, Bremen.

WRITTEN CONTRACTS.

[From a paper by A. H. Bowsher of Atchison, Kan., read at the Omaha meeting of the Kansas Grain Dealers' Association.]

The subject, written contracts, is, in my estimation, one that must sooner or later demand your united action. Failing to receive this it will continue to be the leak through which seeps too much of the meager profits remaining to the country dealer. In these days of sharp competition and small profits it behooves all of us to take a firmer grasp upon our business lines, and to be ever

lars during the late advance, simply because they failed to insist upon the fulfillment of the farmer's contracts—whether written or verbal—for fear of offending their trade. This fear of giving offense is the keynote to the whole situation. Would this same farmer feel offended if he went to the bank to do business, and was obliged to sign the necessary document? When he buys a piece of machinery for which he does not pay cash, is he offended when asked to sign a note? No, my friend, he is not. He is offended in your case, only because he knows that a pretended offense will excuse him from signing your contracts, knowing as he does, that you are afraid to insist upon a written contract lest your neighbor may be a

tracts made through the telephone where neither party sees the other nor any money is paid, are in many cases held valid. Consequently it is only necessary for you to take a decided stand to put an end to this particular practice.

You are well aware of how contracts are filled, upon a declining or advancing market. How when a decline occurs they had made miscalculations as to the capacity of their bins or cribs, and that they contained more than they had figured upon. But, strange isn't it that these same cribs or bins rarely, if ever, overrun when an advance occurs; but instead they have had an increase in pigdom, or some steer has regained his lost appetite; and it will be necessary for him to keep back two, three or four hundred bushels for feed—or some other excuse, equally as ridiculous for defaulting all or part of the contract. It is useless for you to try to convince him that you knew that this advance was coming; every grain dealer does; that's why you are all so burdened with riches.

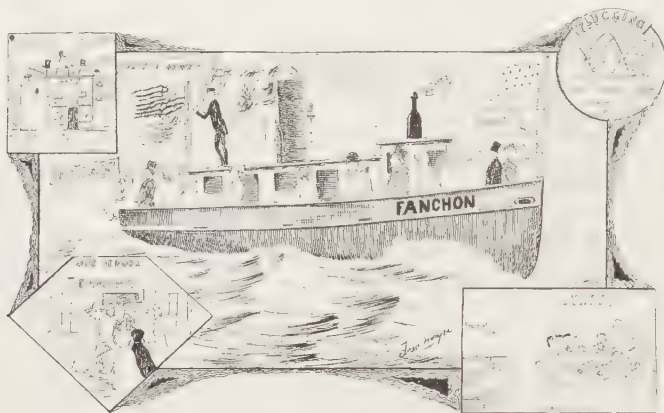
I personally know of one shipper who lost lots amounting to 12,000 bushels during the late advance, who when asked why he did not insist upon delivery, replied that he could not afford to lose the trade of these farmers, and their relations and friends. I know of another whose experiences in past advances had, he thought, taught him to be cautious; hence he held back six to eight thousand bushels of his purchases unsold, figuring that as about the proportion he would lose. As you know, the reaction came. Corn went lower and his purchases were all filled to overflowing, with the result that he sits today nursing 8,000 bushels in which he has a loss of 3½ cents below cost. There are many cases like these.

You would be surprised to know the number of dealers who buy grain and are then afraid to sell it until at least delivery begins, for fear of some circumstance arising that may cause them to lose it. Now, this as you know, is not a healthy condition of affairs and should not exist, but it will exist and grow just as long as some dealers will encourage it, which they do by not insisting upon a reasonable fulfillment of their contracts.

It is useless for me to occupy your time longer upon this subject. You have all no doubt had more or less experience with it. The outcome is obvious. The custom of plugging or defaulting contracts is becoming worse instead of better. There are some who have been bitten, who are trying to insist upon fulfillment of contracts, but they are sadly handicapped by their more liberal neighbors. It is within the power of this association to say whether or not this practice shall continue; and if not, to devise some means of stopping it. You have accomplished more difficult things than this, and there is no question as to the outcome of this work if its undertaking meets with your favor.

A call has been issued for the fifth annual meeting of the National Hay Association, to be held at Buffalo, N. Y., August 9.

A very good substitute for rubber is now made from corn, and an affliction known as "rubberneck" is said to have been caused by the course of the corn market—the speculators are looking back with regret.



Conventional Sketches from Zahm's Circular.

watchful of these small affairs. Therefore, if from what I say you are able to deduct but one grain of value I will feel well repaid for my efforts. This subject of written contracts may grate on the purse strings of some dealer present and recall memories of "what might have been," had he pursued another course during the late advance. To all such I make due apology for recalling unpleasant thoughts, and choose the subject only because I consider it timely.

The custom of putting grain contracts into writing, so far as it pertains to the contracts between the farmer and shipper, is not very closely followed. Besides the line elevator owners, occasionally you find a single house dealer insisting upon written contracts, but the majority of such dealers leave their trades solely with the honor of the farmer. As you know, this practice is not consistent with good business principles. How many of you have ever sold any stuff to an elevator or receiving house, for which a contract of some kind was not given and taken? Your word and honor is surely as good as that of the farmer, yet these buyers exact from you a written contract—not because they doubt your good intentions or honesty, but because it is business; because they want something to show for their trade, in the event of a controversy; because your memory or theirs may prove faulty; and finally because what they bought of you they have sold, and consequently must insist upon your delivering it to them.

Is not your position a similar one? Can you any better afford to sustain a loss for your farmer friend, than your receiving house can for you? No, you cannot; yet I dare say there are many amongst us who lost hundreds of dol-

little more lenient and agree to take the stuff without.

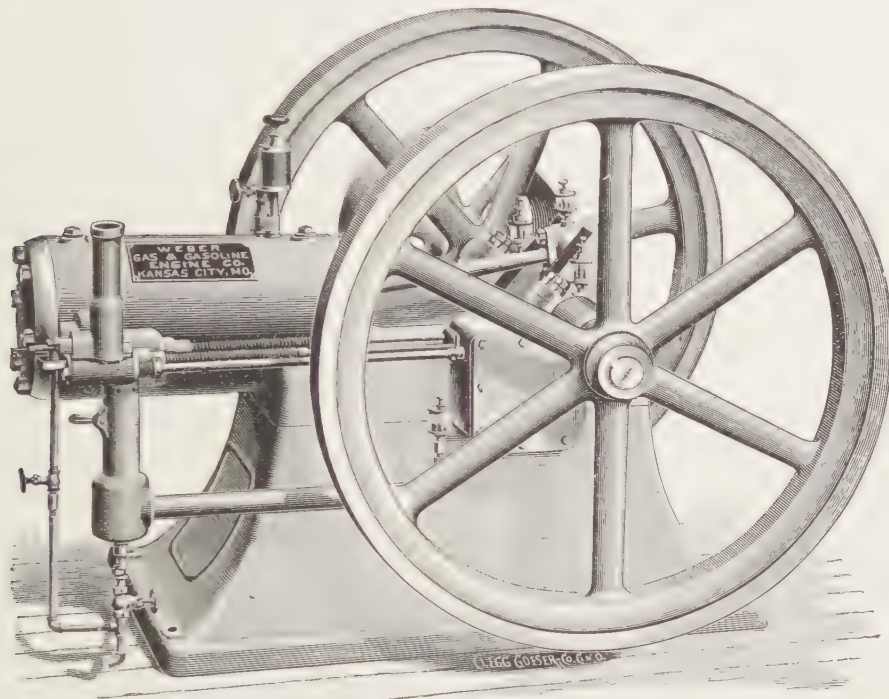
This condition, of course, is not characteristic of all farmers. There are some whose word is as good as their bond; but there are others, just enough of them, to lose a dealer a neat little sum every time the markets make any material advance; and it is on account of these that it is necessary for you to be careful, to put your contracts in shape to be easily proven. The only way to do this is to take written contracts from all. You cannot afford to discriminate, for these "contract jumpers" seem to be endowed with an unusual amount of sensitiveness, and would be the first to take offense at a discrimination, and you would thereby deprive them of the pleasure of jumping another contract with you later on when the market advanced a cent or two.

In my advocacy of written contracts do not understand me as believing verbal contracts to be invalid, for they are not. Legal authority advises me that in the eyes of the law, a contract is an agreement in the mind; and whether written or verbal is binding if satisfactory proofs can be furnished. The paper upon which a contract is written is valueless, excepting as proof positive of the agreement; and it is only because of this positive proof that I urge written contracts. I have often heard the question raised as to whether or not a contract, either written or verbal, is binding, where a payment had not been made thereon; this same authority advises me that it is. The price agreed upon for the grain being a consideration in itself. Before a court, your wire or mail acceptance of a bid, supplemented by a confirmation from the buyer, constitutes a contract, although no payment has been made thereon. Even con-

THE WEBER GAS ENGINE.

No power is better suited to the needs of a country elevator than a vapor engine. It is always ready to start on a moment's notice and does not consume fuel while at rest. It requires little attention and if care is exercised in selecting the engine it is about the cheapest reliable power obtainable for a country elevator.

In the Weber gas engine, shown herewith, the latest mechanical improvements in machinery construction have been introduced. The wearing parts are made interchangeable, and the valve seats are separate castings, so that they may be cheaply renewed when worn.



The Weber Gas Engine.

The valves are located so as to render them easy of access for examination or regrinding and, together with the valve chambers, are kept from becoming overheated by water around the seats.

The valve gear is incased in an iron housing, dust and grit proof, and the gears run constantly in oil. The governor regulates accurately so that the engine receives only so much of the charge as is needed to do the work; when on light load, only as many charges are admitted and ignited as are needed to keep up the speed of the engine, which speed can be instantly changed while in motion. This type of engine is fitted with the incandescent tube igniter.

The makers claim that this is the only type of gas engine in which the point of gas ignition may be altered while in operation, which effects not only a saving in fuel, but prevents the engine from starting backward.

The pistons are of unusual length, and instead of being packed with ordinary snap rings, packing rings are employed made up in sections with a German silver spring behind each section, which forces the rings against the walls of the cylinder at all times, thus taking up the water, however slight it may be; by this means, it is claimed that the springs can be used until they

are worn down to an extreme thinness. Additional information regarding this engine may be obtained by addressing the Weber Gas & Gasoline Engine Co., at Kansas City, Mo.

THE DUSTLESS SEPARATOR.

The equipment of an up-to-date elevator nowadays is not complete unless it includes a good grain cleaner. The cut given herewith shows one of the Johnson & Field Manufacturing Company's Single Dustless Separators, with a capacity of 300 to 600 bushels per hour. One of the features of this machine is its superior work. This is brought about by properly applying and

rubbish and light seeds, and carries them outside the building, or into a dust room thereby keeping the house free from dust.

Great care has been taken to make these machines strong and durable, so as to withstand the continuous strain and rough usage which they may be subjected to. Another feature of the machine is the ease and lightness with which it runs, requiring a minimum power. The catalogue of Johnson & Field Mfg Co., Racine, Wis., explains this machine in detail.

MEETING OF IOWA GRAIN SHIPPERS.

One of the most successful and enthusiastic meetings of the Grain Shippers Association of Northwestern Iowa was held at Council Bluffs, Ia., Tuesday, July 19th.

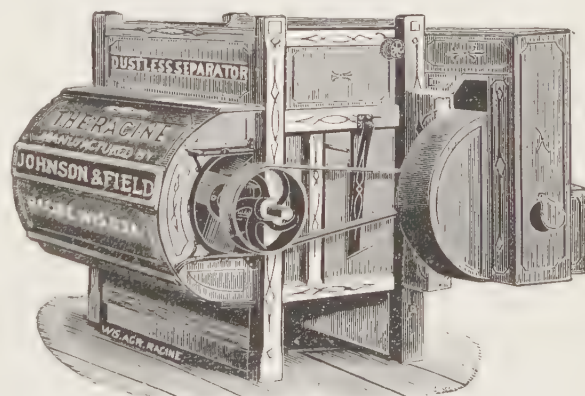
The most interesting feature of the meeting was the report of the association's attorneys relative to the suits brought against the Iowa railroads for the recovery of excessive freight charges.

The reports on the finances of the association showed that they were never in better condition.

Officers for the ensuing year were elected as follows: President, E. J. Edmonds, Marcus; vice-president, E. M. Parsons, Carroll; secretary and treasurer, F. D. Babcock, Ida Grove; assistant secretary, George O. Holbrook, Onawa. Executive committee, E. J. Edmonds, Marcus; F. D. Babcock, Ida Grove; E. M. Cassady, Whiting; J. A. Keenan, Battle Creek; Ira Conger, Galva.

The Mutual Fire Insurance Association, an offspring of the Shippers' Association, made a report showing that it was having a steady growth and that its insurance during the past year had cost policy holders only 89c per \$100, while the "Compact Companies" were charging \$3 per \$100.

The following officers for the coming year were elected: President, E. J. Edmonds, Marcus; vice-president, E. M. Parsons, Carroll; treasurer, J. A. Keenan, Battle Creek; secretary, F. D. Babcock, Ida Grove. Directors, E. M. Cassady, Whiting; E. A. Abbott, Charter Oak; George O. Holbrook, Onawa; Ira



Dustless Separator.

whole wheat or barley and is carried to the rear end of the machine.

This operation is materially assisted by a suction fan, arranged under the hopper, by which the flow of grain is broken up, and whilst it is falling the suction draws out all the dust, straws,

Conger, Galva; A. Petersmeyer, Odebolt.

The Indiana experiment station has evolved a new variety of oats called Mortgage Lifter, and the farmers are all after it.

BERGNER & CO.'S NEW ELEVATOR AT CHARLESTON, ILL.

Country dealers are giving more and more attention to the construction and the arrangement of their elevators and naturally are profiting by securing elevators which will stand up under any load of grain which can be put into them and in which grain can be handled without large cost for power or labor. The elevator built by the average coun-

WHAT THEY SAY.

C. A. Burks, a grain and seed dealer at Bement, Ill.: "I am always ready and glad to help a worthy enterprise which will cover a useful field. You may place my name on your subscription list."

Forrester, Baxter & Co., commission merchants at St. Louis, Mo., write: "We appreciate the good work you are undertaking and believe it will be of great benefit to the grain trade."

McFarlin Grain Co., Des Moines, Iowa: "We greatly hope that you will have a liberal patronage in this enterprise."

F. Riddell, De Kalb, Ill.: "I wish you success."

The Modern Miller, St. Louis, Mo.: "We sincerely wish you all possible success."

Jim McGrew, Kankakee, Ill.: "I wish you complete success in your business venture."

E. H. Pease Mfg. Co., Racine, Wis.: "Good thing. Push it along."

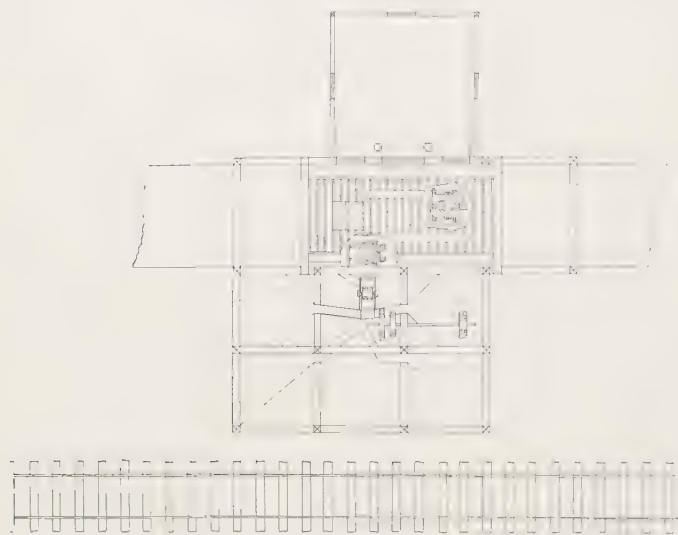
C. K. Reifsnider, St. Louis, Mo.: "I congratulate you and wish you the most abundant success in your new enterprise, for which I believe you to be eminently fitted."

W. H. Richardson, Philadelphia, Pa.: "I hope you may have the best of success in your new venture with The Grain Dealers' Journal. I predict prosperity for you."

Shellabarger Mill & Elevator Co., Decatur, Ill.: "We are pleased to subscribe for the Grain Dealers' Journal and certainly trust you will succeed in your venture."

James P. Smith & Co., Chicago, Ill.: "In order to help the good work along, we herewith hand you our check for a year's subscription and wish you good luck in your new venture."

The Sidell Grain & Elevator Co., of Sidell, Ill.: "We are heartily in favor of this kind of a trade paper and we have no doubt that it will prove a great benefit to the trade."



Bergner & Co's New Elevator at Charleston, Ill. Ground Plan.

try carpenter or barn builder is a dangerous place to work, as experience has proved that they are subject to sinking spells.

A well arranged elevator which requires little power has just been completed by the Union Iron Works of Decatur, at Charleston, Ill., for J. M. Bergner. It was designed by B. B. Babcock, a licensed architect, who has been connected with the Union Iron Works for many years. The elevator has a capacity of 10,000 bushels and is well equipped with machinery. Its power plant represents quite an innovation in that electricity is used. Our illustrations show an outline of the ground plan, the end and side elevations. No shoveling is necessary, so the operator is more likely to find it a pleasure and a profit to operate it. In the driveway through the house is a dump with a large receiving sink beneath. The grain is weighed out by means of a hopper scale, from the hopper of which the grain is spouted direct to the cars.

Politics still continues to make trouble with Washington's grain inspection department.

The Illinois Grain Buyers' Association held a meeting at Alton, Ill., July 6th, and elected the following officers: President, W. D. Sparks, of Alton; vice-president, J. H. Duffield, of Jerseyville; secretary, M. S. Browne, of Brighton; treasurer, W. B. Pierce, of Alton. It will be remembered that this association was organized about fifteen years ago, but has been practically abandoned for four or five years. The association now has about forty members, who are banded together for the purpose of trying to adjust matters pertaining to the trade and to eradicate abuses that may creep in.



Bergner & Co's New Elevator at Charleston, Ill. End Elevation.

W. C. Edgar, manager of The Northwestern Miller, at Minneapolis, Minn., says: "I trust that The Grain Dealers' Journal will prove a complete success."

W. E. Kreider, grain dealer at Tonica, Ill.: "I wish you success."

B. A. Lockwood Grain Co., Des Moines, Iowa, write: "We wish you success with The Journal, and will do all we can to promote its interests."

Webster Mfg. Co., of Chicago, Ill., write: "We are inclined to think that there is room for another grain dealers' publication, and we will take an advertisement with you."

Geo. F. Hatheway & Co., Boston, Mass.: "We trust that you will have success with The Journal."

F. F. Orton, Lancaster, Wis.: "Success to The Journal and God bless you."

Ellis & Fleming, Cincinnati, Ohio.: "We wish you the very best of success."

F. L. Cranson, Silver Creek, N. Y.: "I hope you will have the best of success."

Huntley Mfg. Co., Silver Creek, N. Y.: "We wish you success in your new undertaking."

Whenever there is a lull in war news some of New York's papers persist in resurrecting that old sensation about American wheat being displaced in foreign markets by wheat from Siberia. As yet the first shipment has not been received.

WHY WE SHOULD MAINTAIN A REPRESENTATIVE AT TERMINAL POINTS.

[A paper by H. L. Strong, Coffeyville, Kan., member of the Kansas Grain Dealers' Association.]

First:—Because I think it will pay good returns on the investment to all parties concerned: It will make us money by saving money. It will save us money by securing for us Justice in Weights and Grades, and in settlement of differences at a very small expense. Along this line I might review some of the troubles, trials and experiences of many grain dealers who ship to terminal points like St. Louis and Kansas City.

I can better illustrate my point by giving a short sketch of my own experience of the past two weeks which is no doubt the experiences of many others. I carefully collected from time to time, all evidence and papers necessary, as I thought, to conclusively substantiate my claims of the past season

ceived from each and every conductor and car repairer and division superintendent along the route to destination. Reports showed conclusively that the car passed over each division without rough handling, no apparent leak, seals intact and delivered in good order in St. Louis under original Coffeyville, and delivered there to a good reliable mill, who reported it about 1,300 bushels short of our weight at point of origin—Coffeyville, Kan.

We asked for an investigation. The figures on the weigher's ticket were examined, and found to read as returned to us: "This being positive proof that no error was made by them." When I called personally a few days ago and asked for another investigation, the same proceedings were gone through, i. e.—the figures on the weigh card were examined and found to correspond with weights returned to us, also the weights of the cars of wheat weighed before and after our car, and they were found to be "short" which proved conclusively

Chief Inspector, neither did the assistant who inspected the wheat have any notation of any kind, not even a check mark on his track book, carried in his pocket, to show that he re-inspected the wheat as "weevily" or that there was at any time anything wrong with the wheat. The elevator people also failed to get any record of any kind, other than to make their charge for "blowing" and even that did not indicate the wheat was weevily. In fact no proof of any kind was furnished to confirm their statement that the wheat was weevily. No certificate of weights could be furnished us, of the in weight of the wheat before "blowing." Only weights furnished were "after blowing." This wheat was "sold to arrive," settlement to be based on Official Inspection and weights at St. Louis. Dealers and elevator people quite naturally "stand together well" in explaining matters and our only recourse in forcing the collection of our claims (if they could be collected at all) would be the "Courts," which would, counting all expenses and time wasted, amount to as much or more than the claims.

To make a long story short "I went to St. Louis and Kansas City with my pockets full of claims, and—I returned—with my pockets full of claims. I believe you will agree with me, that with a sharp, experienced man at a terminal point, we could obviate most of these troubles, for scores of dealers who are members of this association.

Second:—With a capable representative at the terminal point, we could get more reliable information, and get it quicker. The reason for this is certainly very clear. Most dealers have "Fish of their own to fry" and very naturally would not take the trouble to look so closely and carefully after desired information.

There are many other ways in which a representative at terminal points could serve the members of this association, and look after our interests, but the points mentioned certainly ought to be sufficient to justify our establishing an agent at one point, and that at once, before the movement of the crop begins.

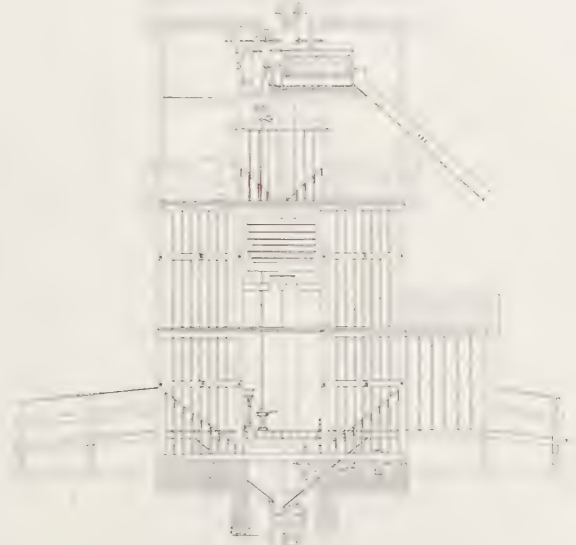
MEETING OF NEBRASKA DEALERS.

A meeting of the grain dealers of southern Nebraska was held at Beatrice, Neb., July 12th, for the purpose of trying to devise some means to protect themselves against the shortages in weights at Kansas City, to which point most of the grain from that section is shipped.

This meeting was presided over by W. H. Chambers, of Omaha, secretary of the State association, and he was put in possession of all the facts of the alleged stealings at Kansas City, and instructed to prosecute a number of the cases in the courts.

A movement was also begun to have the grading changed at Kansas City so as to let in the new wheat from Nebraska, and also to secure a reduction in the terminal charges, which are claimed to be exorbitant.

We are in receipt of a copy of Stewart's Telegraphic Code, with the author's compliments. By the use of this code any number from one to a million can be expressed by a single word of not more than ten letters.



Bergner & Co's New Elevator at Charleston, Ill. Side Elevation.

amounting to something like \$600 to \$700. In fact I thought that in some of my claims the proof was so positive in my favor that they would be paid on presentation without question, or further investigation. Thus armed with my pockets full of claims I went to the city for a settlement. My claims were distributed among several different houses. All good reliable people. I have no reason to doubt, but that they were in every way perfectly reliable and responsible. The trouble however was not with the dealers to whom the grain was consigned, but was with the elevators and mills receiving it, who are also said to be perfectly reliable and responsible.

In one case of short weights, we called in several railroad officials to help us make a test case. A good sound car was selected from the yards, and properly coopered in presence of about 10 good witnesses. The car was weighed light on good Fairbanks track scales. A medium sized load of wheat was loaded from a first-class hopper scales, weighed at one draft, after which the loaded car was weighed on the aforesaid track scales, the result showing only 25 to 30 per cent. difference in weights. The car was started to St. Louis with a tracer after it, and a complete detailed report re-

that some of our wheat was not credited to the other cars. All our evidence so far we thought was in our favor, but we fell down on just one point. The seal was broken by the inspector, and the wheat inspected just before delivery to the mill. After being inspected the car was resealed, but we were unable to prove that the car was not robbed between the time the inspector broke the seal, and when he resealed it. On this ground payment of the claim was refused.

Another case: ten cars wheat official inspection in Kansas No. 2 Red Winter wheat. Official inspection in St. Louis, Mo., No. 2 Red Winter wheat. Delivered to a public elevator and reported "weevily." A great deal of wheat was actually weevily at this time, but this wheat was not weevily, and as a precaution we run it through elevator before shipping and blowed it thoroughly, to make sure there was no weevil. Official inspection both Kansas and Missouri confirmed our belief that there was no weevil. We protested, but all we could do to get it through as No. 2 red was to allow the elevator to blow the wheat at an expense of ½ cent, and "shrinkage."

On personal investigation, we find no record of any kind in the office of the

ASKED AND ANSWERED

MUST STAMPS BE PUT ON ORDERS?

Grain Dealers Journal:—I send you one of my scale tickets. Will you kindly inform me if it is necessary to put a stamp on every one of these tickets that I issue. It has been my custom to give out those tickets during the day and in the evening, take them up and give the bank a check for the whole amount paid during the day. I place a stamp on the check. It seems to me that this ought to fulfill the requirements of the law. At all events, it amounts to the same thing as if I were to check out the amount of money in the morning and pay it out for each load during the day. The tickets are

when purchasing wheat or receiving it in barter or exchange for flour or otherwise, from the owner, his agent or employe, to use for the purpose of testing or determining the weight, grade, milling or market value of wheat, any measure other than the standard half-bushel measure furnished this state by the United States; and the use of any fractional part of said standard half-bushel measure for such purpose will be a violation of this section.

Sec. 2.—It shall be unlawful to use anything other than a straight stick with the edges square for leveling the wheat in said half-bushel measure for the purpose of testing the weight, grade, milling or market value of wheat: Provided, That the provisions of this Act shall not apply to wheat or grain that is inspected or graded by the

sonment in the county jail for a period not exceeding six months, in the discretion of the Judge or jury trying the same.

The Indiana law as will be seen is very specific in its provisions and we do not see how the dealers can evade the law. That it is unjust and unreasonable cannot be denied, but nevertheless it is a law.

Payable at FARMERS AND MERCHANTS BANK.

No. B _____ Bloomfield, Neb., _____ 189 _____

P. F. MURRAY,

Pay to _____ or Order,

_____ DOLLARS,

Gross _____ For _____ Bushels of _____ at _____ per bushel.

Tare _____ \$ _____

Net _____

much handier, providing I can use them without a stamp. Would be pleased if you could give me the desired information in regard to this matter.

P. F. Murray, Bloomfield, Neb.

The revenue law provides that a "bank check, draft, or certificate of deposit not drawing interest, or order for the payment of any sum of money, drawn upon or issued by any bank, trust company or any person or persons, companies, or corporations at sight or on demand, two cents."

As Mr. Murray's scale ticket is an order for the payment of money it would seem necessary to place a two-cent internal revenue stamp upon each one. He can avoid paying so much to the war funds by keeping money on hand and paying the farmers the cash.

INDIANA LAW GOVERNING GRAIN TESTER.

Grain Dealers Journal.—We are having some trouble with the farmers in regard to our grain tester and would like to have you inform us what the law is and how it affects us. According to the farmers' talk we are subject to a fine for using a small tester. We would be pleased to know what is the law bearing upon this subject.

L. H. SWAN & SON.

Wadena, Ind.

Indiana's law regulating the testing of wheat went into effect April 14, 1897. It provides as follows:

Section 1. It shall be unlawful for any person, commission merchant, miller, dealer, grain inspector, corporation, company, firm or association, either by himself, itself, officer, agent or employe,

car load under the regulations. of any Board of Trade.

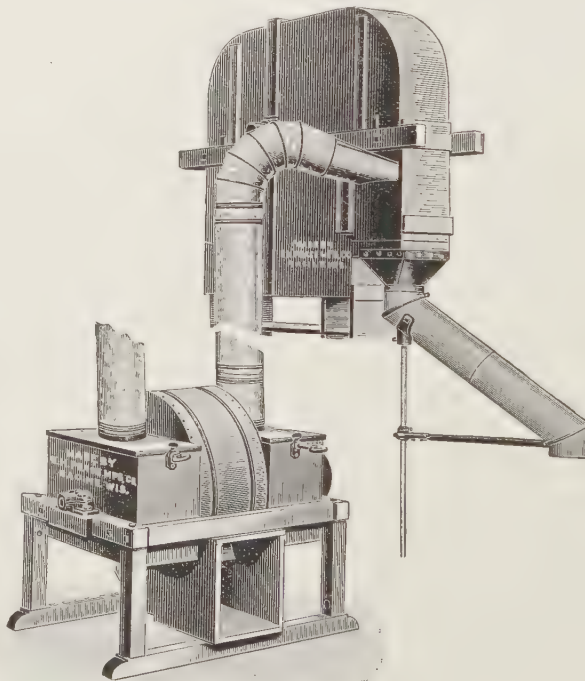
Sec. 3.—Any person violating the pro-

SUCTION FAN FOR HEAD OF ELEVATOR.

The amount of dust, dirt and refuse sent to the bins for storage would surprise the average elevator man if it could be collected and laid before him. The cost of handling this foreign matter, the deterioration it causes in the grade of grain and the increase in the fire hazard due to its being permitted to remain is more than sufficient to overbalance any expense incurred in removing it.

Recently a new device has been placed on the market by the E. H. Pease Mfg. Co. of Racine, Wis., for doing this work. It is a suction fan designed to remove the refuse from grain as it falls from the elevator cups of the elevator head to the distributing spout. The air being admitted at the mouth of the distributing spout travels through the grain and cools it, as well as removes any refuse matter which may be in it. A valve in the suction pipe gives the elevator operator complete control of the air and of the amount of material to be drawn out.

The Suction Fan is made in two styles, one has but one suction chamber and is intended to draw out the dirt from but one elevator head. The other has two suction chambers, one on each side and is intended to be placed between the



Suction Fan for Head of Elevator.

visions of this Act shall be guilty of a misdemeanor, and upon conviction, shall be fined in any sum not more than one hundred dollars, nor less than ten dollars, to which can be added impri-

heads of two elevators. It can be used on one or both heads. It may be used effectively on hot as well as on dirty grain and with profit to the elevator man.

SUITS AND DECISIONS

THE OHIO TESTER LAW DECLARED UNCONSTITUTIONAL.

We are indebted to E. A. Grubbs of Greenville, O., for copy of the decision of the Circuit Court declaring the law prohibiting those who buy wheat from growers to use a tester of less than one-half bushel capacity. The case was appealed from the Court of Common Pleas of Clark County.

Second Circuit—Clark County, O. Circuit Court May Term, '98.

Before Summers, Shearer, and Wilson, JJ.

John W. Yeazell, Plaintiff in Error, vs. The State of Ohio, Defendant in Error.

Appeal from The Court of Common Pleas of Clark County. Wilson, J. (orally.)

In the case of John W. Yeazell against The State of Ohio, the plaintiff in error was indicted by the court below for the use of a measure, other than the standard half bushel, for the purpose of ascertaining the weight of wheat and the value of wheat. Upon this indictment a jury was waived and an agreed statement of facts prepared and submitted to the court upon which the defendant was found guilty and fined in the sum of twenty-five dollars and costs.

A demurrer had been filed to the indictment, which was overruled, and judgment was entered upon the finding of the court. A motion for a new trial was filed and overruled. Error is prosecuted here now to reverse the judgment of the court below for that it erred in overruling the demurrer to the indictment and erred in entering the judgment against the defendant, because the statute under which the defendant was indicted and convicted, is unconstitutional.

We may say that if the law be constitutional, the defendant below was properly convicted, as the facts agreed upon were such as would justify a conviction.

The law under which the defendant was indicted and the section of the law defining the crime, was enacted on the 1st day of March, 1894. The first section of the law is as follows: "Be it enacted by the General Assembly of the State of Ohio, That it shall be unlawful for any person, commission-merchant, miller, dealer, grain-inspector, corporation, company, firm or association, either by himself, itself, officer, agent or employe, when purchasing or receiving in barter or exchange for flour or otherwise, from the original producer, his agent or employe, to use for purpose of testing or determining the weight, grade, milling or market value of wheat, any measure other than standard half-bushel furnished this state by the United States; and the use of any fractional part of said standard half-bushel measure for such purpose will be a violation of this section."

In the argument to support the contention that the law is unconstitutional, it is said that the statute is indefinite in its terms and not capable of application, because the subject of the purchase is not expressed in the act. We think, however that while the syntax is not the best, it is sufficiently clear that wheat is meant, the purchasing of which

and the testing the value of which, by any other measure is prohibited.

It is said that the law is unreasonable, because it applied to wheat alone, not to the other grains, and so much so that the courts should not enforce it. The value of wheat is determined by its grade and the rules of grading are so arbitrary in their nature, that it seems to us the legislature in its wisdom may conclude that wheat apart from other grains in commerce, as a proper subject for legislative control, and it may be said also, that we think it is within the province of the legislature to determine how its purchase and sale may be controlled so that they do not contravene with any rights of the public. It was competent for the legislature to determine that in order to prevent fraud and imposition. But one standard should be used in the test, and a standard containing the quantity of a half-bushel might be selected as the best and surest test of the weight and the value of the grain, so that in these regards we concede to the legislature the power to regulate the purchase and sale of wheat.

It is argued, that this law is unconstitutional, for the reason that it impairs the obligation of contracts and invades the liberty of the citizens and deprives the citizen of property rights without due process of law, and deprives the citizen of the equal protection of the law.

These paternal legislative acts have been considered variously by the courts within the states of the United States. We have examined a large number of cases considering the different acts, and we find that in them all, whatever the differences in opinion of the courts may be in other respects, this principle is universally recognized, that whenever a burden is placed upon persons or a class of persons, or whenever a privilege or protection is given to persons or class of persons to the exclusion of other persons, it must be based upon some existing distinction or reason not applicable to the persons not within its provisions.

This act, if we grant it to be properly passed for the purpose of preventing an imposition or fraud in the purchase of grain, is made to protect the producer of wheat to the exclusion of all other dealers in wheat. Now what reason, what distinction is there applicable to the producer of wheat that does not apply to any other person who deals in wheat.

In answer to this question, it is argued by the defendant in error, that the other persons who deal in wheat are the millers or shippers who have a peculiar business knowledge with reference to wheat and the value of wheat which exempts them from the necessity of the protection of the law, in this regard. But millers and shippers other than producers, are not the only persons who buy wheat. Wheat is sold at sheriffs' sales and constables' sales and executors' and administrators' sales; any person may buy it. It is taken for debt and any person may take it from the producer. A man is not necessarily a shipper or miller because he buys wheat. There are innumerable reasons why he may not want to buy wheat from the producer and why he may not want to sell wheat, and not want to ship it after he has bought it. We cannot deny to any citizen in the State the right to buy and sell wheat whenever he sees fit.

Therefore if he has the right to do so and it is necessary to protect him when he sells it, from fraud and imposition, whether he be a producer of wheat or not, he is entitled to the same protection that is extended by law to the producer.

There is no reason why the farmer should be granted express legislation and tutelage, or why he should be made a ward of the State or protected in his dealings as an infant, or as a married woman was at one time. It is a reflection upon his intelligence and business capacity to select him out of the community and say that his weakness is such, that the law will throw around him a protection which will prevent imposition when he wants to sell a bushel of wheat. It could not give that protection to a merchant to protect his goods or the miller to protect his wheat when the farmer wants to buy it from the miller for seed.

We think that the law in its terms is unequal; that it does not apply uniformly to all the citizens in the State and there is no reason or sense in the classification which the statute makes; that it is not proper classification to say that the producer of wheat alone shall be protected in the purchase of wheat and for that reason we think the law is unconstitutional. It may be that a close analysis of this question would disclose that the law has infringed upon rights in other respects, but we hold that the law under which this defendant was indicted and convicted is unconstitutional. It is not the law of the land and the conviction, therefore, is against the law of the land.

The judgment of the court below will be reversed and the demurrer to the indictment will be sustained and the defendant will be discharged.

NEW YORK.

A general combination of Buffalo elevators is not looked for till next year.

The American Milling Association will erect a 300,000-bushel elevator at Buffalo, N. Y.

R. A. O'Brien, formerly of Marshall, Mich., is now connected with Wm. C. Bloomingdale, of New York.

A report from Mayville, N. Y., says the wheat around that section is of an excellent quality and a large yield.

New York Produce Exchange rules governing the grading of wheat and oats have been amended to read as follows: No. 2 red winter wheat shall be sound, dry and reasonably clean, weighing not less than 58 pounds, Winchester standard, and shall not contain over 10 per cent white wheat. Note.—The grades of northwest wheat are to include such wheats as are grown in the northwest, and to correspond as far as practicable in color and general character with the Milwaukee grades. The grade of No. 2 white clipped, No. 2 clipped, and No. 3 clipped oats to read as follows: No. 2 white clipped oats shall be reasonably sound, reasonably clean and reasonably free from other grain, but may be stained, weighing not less than 34 pounds to the measured bushel. No. 2 clipped oats shall be reasonably sound, reasonably clean, and reasonably free from other grain, weighing not less than 32 pounds to the measured bushel. No. 3 clipped oats shall be fairly sound, reasonably clean and reasonably free from other grain, weighing not less than 28 pounds to the measured bushel.

NEBRASKA.

D. Wirt has purchased the elevator at Buda, Neb.

H. C. Jeffers has built a new elevator at Talmage, Neb.

William Lefes of Murdock, Neb., has retired from the grain business.

Curyea Bros & Co. of Alvo, Neb., have succeeded G. W. Curyea & Son.

Peterson & Co. of Osceola, Neb., have been succeeded by Nelson Bros.

Henry Ossenkopp of Walton, Neb., has built a new 4,000 bushel elevator.

William Gillespie of Maynard, Neb., has built a new elevator of 7,000 bushels capacity.

The Dickey Elevator Cleaners have been put in the elevators at Schuyler, Nebraska.

L. W. Lyons of Cairo, Neb., has sold his grain business to H. H. Wirt of Broken Bow.

Kyd & Co. of Beatrice, Neb., are building new elevators at Armour and Fitzgerald, Neb.

The Central Granaries Co. of Omaha, Neb., has purchased the E. Filley elevator at Filley, Neb.

S. J. Brown of Liberty, Neb., has sold his elevator at Liberty to D. W. Sturgeon of Streator, Ill.

Fire destroyed the engine room of the Fowler Grain Elevator Company's elevator at Omaha, Nebr.

Carter & Moodie of Wellington, Kan., have sent their scales and horse power to C. W. Ash their agent at Milan to be placed in their new elevator.

A. H. Schenck of Pawnee City, Neb., will enlarge his elevator at Bellaire, Kans., and will add a gas engine, a sheller and cleaner to its equipment.

T. W. Smith, of McCool, Nebr., has closed up his grain business and turned over the elevator to G. M. Snyder, of whom he had it leased for the past year.

James Bell of David City, Neb., is building an elevator of 10,000 bushels capacity at Osceola. It is nearing completion and will be ready to receive the new crop.

The L. W. Peck Grain Co., of Independence, Kan., have equipped their houses at Independence and Elk City, Kan., with the Dickey Overblast and Elevator Grain Cleaners.

KANSAS.

Fred Gaunt, of Alton, Kans., is building a new elevator.

S. Schrieber has just completed a new elevator at Victoria, Kans.

Circleville is said to have been named before Mr. Roller settled there.

Oliver Wyatt, of Hiawatha, Kans., has bought the Fisher elevator at Hamlin.

La Crosse Lumber & Supply Co., of La Crosse, Kans., is building a new elevator.

Derge & Waggoner, of Lebanon, Kans., have their elevator ready for the reception of grain.

The Lindsborg Mill & Elevator Co. is erecting a new grain office near its new elevator at Lindsborg, Kan.

Henry Bowman of Belleville has put in a new corn sheller and cleaner, reset the engine and erected a new wagon dump at W. W. Cameron's elevator, Chester, Neb.

The Kansas City, Ft. Scott & Memphis railroad will move its grain elevator from West Memphis, Ark., to Rosedale, a suburb of Kansas City, where the terminals of the Memphis lines are located.

ed. The elevator has a capacity of 150,000 bushels.

E. J. Smiley, secretary of the Kansas Grain Dealers' Association, reports that the following persons have gone out of business: N. B. Heneks; Arrington; Ben Wood, Victoria; Mitchell Wheeler, Morganville; Abe Burkholder, Canada; C. D. Fisher, Hamlin.

MISSOURI.

J. E. Gillespie, of Darlington, Mo., intends to erect an elevator soon.

Ira Gates of Elmo, Mo., has bought the grain business of J. C. McKee.

The Holstein Milling Co. at Holstein, Mo., is putting in a Dickey Overblast Cleaner.

The St. Louis Hay & Grain Co. had one order for 9,000,000 pounds of hay for the army.

The new elevator at Kearney, Mo., is about completed. It has a capacity of 18,000 bushels.

The International Grain Co., of Kansas City, Mo., has been incorporated; capital stock, \$20,000. The incorporators are Geo. H. and F. C. Davis and Issy Tanda, all of Kansas City.

Secretary Bigelow, of the Board of Trade, has compiled the returns of receipts of grain in Kansas City for the fiscal year ending July 1, 1898. According to the table the receipts in bushels of the various cereals were: Wheat, 32,696,000; corn, 17,928,000; oats, 3,925,000; rye, 401,700; barley, 22,400; flaxseed, 234,000; bran, 1,060 tons.

MICHIGAN.

H. Barsky will start a grain elevator at Bay Shore, Mich.

The new elevator of Rothermel Bros. at Akron, Mich., is ready to receive grain.

The grain elevator at Belding, Mich., which was destroyed by fire will be rebuilt.

The new elevator at the M. C. depot in Eaton Rapids, Mich., is nearly completed.

The wheat crop around Milan, Mich., was of the largest ever harvested in that section.

W. H. Coulter of Dowagiac, Mich., has gone into partnership with James Johnson, in the produce and grain purchasing business at that place.

MINNESOTA.

Duluth received its first car of new rye July 23rd.

John O'Brien will build a new elevator at Stillwater, Minn.

C. S. Howard of Edgerton, Minn., is remodeling his elevator.

Henry Rippe is erecting a new elevator at Fairmount, Minn.

The Farmers' Elevator Co. of Fairmount, Minn., is erecting an elevator.

The Farmers' Elevator Co. of Sleepy Eye, Minn., will build a 20,000 bushel elevator.

P. Vandenoever of Austin, Minn., has sold his elevator to J. R. Mitchell of Wykoff. Consideration, \$3,000.

The Staples mill and elevator at Stillwater, Minn., which was destroyed by fire a short time ago will be rebuilt at once so that it may be ready for the new crop.

Reports from around, Adrian, Minn., report the crops at least a month in advance of what they usually are at this season of the year. An unusual large crop is expected.

WISCONSIN.

Tim Sammons, of Fond du Lac, Wis., is building a large granary.

Bussan Bros., of Cuba City, Wis., are putting in a Dickey Cleaner.

Bassett's new warehouse at Oconto, Wis., is being equipped with grain bins.

L. Rosenheimer Malt & Grain Co., of Kewaskun, Wis., is building a large malt house.

The roof on the engine room of the Lakeside elevator at Eau Claire, Wis., was destroyed by fire.

The John P. Dousman Milling Co., of De Pere, Wis., is building a 25,000 bushel addition to its elevator.

John Martin, of Oshkosh, Wis., who purchased the Chicago & Northwestern Ry. Co.'s elevator, will move it from its present site.

The W. Seyk Co., of Kewaunee, Wis., is building a grain elevator with a capacity of 25,000 bushels. It is to be equipped with a gasoline engine and the latest improved machinery.

OHIO.

Mr. Bristol, of Mt. Blanchard, Ohio, is building a new elevator.

Toledo dealers are making an unusual effort to secure business.

New machinery has been put in the Sallady elevator at Circleville, Ohio.

Last year the big elevator at Lima, O., handled 115,000 bushels of wheat.

Frederick Haas of Baltic, Ohio, has put in a Dickey Overblast Separator.

A. & A. Lease of West Manchester, Ohio, have enlarged and improved their elevator.

H. M. Beck of Mt. Blanchard, Ohio, has just completed a new 10,000 bushel elevator.

The elevator of D. J. Burnham & Co. of Irwin, Ohio, has been doing a rushing business.

F. L. Smith, of Findlay, O., has purchased an elevator at Sherwood and will operate same.

E. Rowles, who has been in the grain business for eighteen years at Pleasantville, O., has leased his elevator for one year to Johnson & Woolley, and will take a rest.

At the annual meeting of the stockholders of the Cincinnati, Hamilton & Dayton Railroad Elevator Company, held at Toledo, O., M. D. Woodford, of New York, was elected president; T. E. Ferguson, of Toledo, secretary and treasurer, and George W. Lishawa, of Cincinnati, auditor.

The seed committee of Toledo recommend that the following prices for bags be current for the coming year: Starks, 15 cents; Amoskeags, Americans, or bags of like quality, weighing 16 ounces, 13 cents. Dirty, patched or otherwise injured bags to be marked according to value by the inspector. Taking effect August 1, 1898.

One of the enterprising commission firms of Toledo is Southworth & Co., which is composed of E. L. Southworth, G. B. McCabe and W. H. Bergin. The junior partner has been in the grain business since 1883 and the others since 1868. The firm operates a line of elevators on the C., H. & D. and the Ft. W. & W. railways. It does a general grain business, cash and futures, buys on track or delivered at Toledo, and pays special attention to consignments of grains and seeds. It has long controlled a large eastern business, both domestic and for export.

CANADA.

The new J. L. Scott elevator at Fletcher, Ont., is rapidly nearing completion.

The two new elevators at Owen Sound, Ont., have a capacity of 1,000,000 bushels.

Metcalf & Son of Portage La Prairie, Man., have their new elevator covered with iron.

There will be five new elevators built on the Dauphin railway in Manitoba this year, with a capacity of 125,000 bu.

The Carberry, Man., Board of Trade is advertising for bids to erect an elevator at that place. A bonus of \$10,000 is offered.

Mr. G. W. Meldrum of Winnipeg is erecting a new grain elevator for D. H. McMillan & Co. at Indian Head, Man., with a capacity of 30,000 bu.

S. F. M. O'Flynn, who purchased the Laidlaw elevator at Shelburne, Ont., has had it thoroughly overhauled. It is now one of the best elevators on the road.

J. J. Brown and S. Cadwell had about \$1,000 worth of grain destroyed by fire at Barrie, Ont. The fire originated in the freight sheds of the Grand Trunk railway.

ILLINOIS.

The elevator at Alvan, Ill., is being remodeled and improved.

The stone is on the ground for Kelley's new elevator at Clarence, Ill.

Hinton & Wheeler, of Fisher, Ill., are preparing to enlarge their elevator.

Whitaker & Bishop, of Monarch, Ill., have about completed their new grain office.

All wheat in the vicinity of Jerseyville, Ill., is reported to be of a poor quality.

John Robb, of Pana, Ill., is constructing a mammoth grain elevator at Norwood, Ill.

Hargreaves Bros. of Cullom, Ill., are erecting a 30,000 bushel elevator at Manhattan, Ill.

Hon. R. H. Davis, the veteran grain buyer, has started in the grain business at Daum, Ill.

The Kirkpatrick Grain Company, of Penfield, Ill., has built an addition to its new elevator.

T. H. Blankenbaker, of Chicago, has located at Marion, Ill., where he will buy wheat during the season.

Inkster Bros. have just completed a new elevator at Hershey, Ill. It has a capacity of 80,000 bushels.

Mr. G. C. Byers, of Shannon, Ill., has purchased lots of John Leonard and will erect a new grain elevator.

Walter Stickney of Apple River has gone to Staceyville, Iowa, where he will go into the grain business.

The Howard Commission Company, of Chicago, operate the grain cleaning and transfer elevator at Sterling, Ill.

L. T. Hutchins & Co. grain merchants at Sheldon, Ill., have completed a 30,000 bushel elevator at Donovan, Ill.

The Nye & Jenks Company, of Chicago, has certified to an increase in capital stock from \$60,000 to \$100,000.

Mr. Goff, of Toura, Ill., has moved to Princeville, and has taken charge of the elevator recently vacated by G. M. Cox.

The Dakota Elevator Company has been incorporated at Dakota, Ill. The company has bought the Williams elevator and will run it. The capital stock is \$2,500; incorporators are Peter Wolf, George S. Smith and W. H. Wiler.

INDIANA.

C. E. Nichols of Lowell, Ind., has purchased a Dickey Overblast Cleaner.

McCray & Morrison have bought out O. P. Tabor & Co., at Remington, Ind.

Thomas A. Payne visited Foster, Ind., recently with a view of engaging in the grain business.

A. E. Hartley of Goodland, Ind., and M. Cunningham of Brook, Ind., were in Chicago recently.

Donlin & Griffith, the Delphi, Ind., grain dealers, have purchased the elevator at Yeoman, Ind.

Reports from Indiana say that the wheat crop will fall 5,000,000 bushels below the estimated yield.

The Dickey Overblast Cleaner has been placed in the elevator of Hagey, Moore & Co., at Wyatt, Ind.

The St. Jacobs Mill & Elevator Co. of Vandalia, Ind., has purchased the Vandalia elevator and will operate it.

W. A. Elward, proprietor of the Wabash elevator, shipped the first car load of new wheat July 11th. It was consigned to Reynold Bros. of Toledo, and was of a very fine quality.

Hutchinson's elevator at Arlington, Ind., being overloaded with new wheat, its sides burst out and 8,000 bushels of wheat rolled out on the ground. The loss is considerable. Is this another sample of the work done by the barn builders?

All the machinery for the new 40,000 bushel elevator being built by McCray & Morrison, for Bonner & DeBolt of Wolcott, Ind., was purchased of the E. H. Pease Mfg Co. W. B. Moore, foreman millwright for McCray & Morrison is supervising the work.

McCray & Morrison of Kentland, Ind., are putting a 250 horse power engine in their transfer elevator at that place which will double their clipping and power capacity. They are also adding storage room for 30,000 bushels of oats, and putting in one No. 9 Invincible Clipper and one No. 8 Invincible Warehouse Separator.

IOWA.

J. A. Winkel is building a new elevator at Algona, Ia.

The new elevator at Manilla, Ia., is nearing completion.

Jas. Thompson is building a new elevator at Garrison, Ia.

Mike Ott is improving his elevator at Wilton, Ia., by putting in a dump.

Active work has been commenced on the Hancock elevator at Danbury, Ia.

Clary Bros' elevator at Hornick, Ia., is now finished and ready for business.

B. C. Ragan, of Exeter, Neb., will engage in the grain business at Carson, Ia.

L. C. Butler of Arion, Ia., has purchased a Dickey Overblast for his elevator.

A large amount of corn is being shelled and shipped direct to Liverpool by Huntley's elevator at Salix, Ia.

An elevator has been opened at Humbolt, Ia., by H. P. Jenson. T. H. Taylor of Dinsdale will have charge of it.

The elevator of Lyman Kellogg, at Charles City, Ia., has been greatly improved by the addition of a grain dump.

The Sioux City Malting Co., of Sioux City, Ia., is planning to build a \$300,000 plant, to be completed by January 1st.

N. R. Cliffs of Zeoring, Ia., is remodeling his elevator. He intends to install a gasoline engine to take the place of his tread power.

The E. H. Pease Mfg. Co., of Racine, Wis., is putting a battery of two 54x16 boilers and a 104 steel smoke stack in E. P. Bacon's cleaning elevator at McGregor, Ia. The elevator is leased and operated by the Spencer Grain Co.

A new elevator is being erected at Maurice, Ia., for the Sioux City & Northern Ry. Co. This is to take the place of the one recently destroyed by a tornado. It will be fitted up with a large gasoline engine and modern machinery.

The large B. & M. elevator at Burlington, Ia., is being put in the best possible condition for handling the increased amount of business that is coming in each year; and it is expected that not less than \$50,000 will be expended in making this one of the best equipped elevators in the country. All the old apparatus will be taken out and the latest and most improved machinery substituted.

PACIFIC COAST.

The barley crop is better than usual throughout Oregon and Washington.

Reports from Washington and Oregon are very flattering for a good crop of wheat.

Reports from a few counties in southern California report a very large crop of grain.

H. E. Palmerton of Genesee, Wash., is now traveling in the interests of the Tacoma Grain Co.

The firm of Corbett Brothers and the Loundagin Company have combined under the name of Corbett Bros. & Co. They will conduct the grain business at Dayton, Wash.

The Pacific Coast Elevator Company will build a number of new warehouses this fall. It will build one at Walter's Siding, Wash., 40x120 feet, and an addition to its elevator at Garfield, Wash., of 30x68 feet.

Articles of incorporation of the Western Warehouse Company at Portland, Ore., have been filed. The incorporators are Theodore B. Wilcox, William S. Sibson and Peter Kerr. Capital stock \$40,000.

NORTHWEST.

It is reported that gophers are doing much damage in the northwest.

The elevator at Grafton, N. D., owned by Brooks Bros., has been closed.

T. McMichael & Sons elevator at Bryant, S. D., has been sold to Stoddard & Ketcham of Madison, S. D.

The new elevator at Wahpeton, N. D., is nearly completed. It takes the place of the one that was burned last spring.

The Times of Springfield, S. D., says: "John Bouza has started his elevator at the Tyndall mills. It has a capacity of 7,000 bushels."

A. T. Garson of Wilmot, S. D., will manage the elevator at that place this season. A new dump scale and gasoline engine have been added.

The Mandan Mercantile Co. is erecting two very convenient and modern elevators, one being at Salem, N. D., and the other at Antelope.

The Minneapolis and Northern Co. intend to build a 50,000 bushel elevator at Lakota, N. D. It will occupy the site of the one burned last spring.

The Lyon Elevator Co., of Mandan, N. D., has filed articles of incorporation. Capital stock \$50,000. The incorporators are H. R. Lyon, G. L. Hegard and J. L. Gruber.

THE SUPPLY TRADE

H. V. Schroeder of Minier, Ill., has put a new portable grain dump on the market.

W. A. Fowler of Walnut, Kans., has a new automatic loader, which he is putting on the market.

McCloud Bros. of Marietta, Kans., have invented an automatic grain scales, many of which have been placed in Kansas elevators by the General Agents, Root & Smith of Kansas City, Mo.

The Johnson & Field Mfg. Co., of Racine, Wis., has recently filled three export orders for its grain cleaners. One was from South Africa, one from South America and one from Mexico.

We wish to acknowledge the receipt of a little booklet entitled "The Grain Trade," setting forth the difference between legitimate and illegitimate trading, from Shepard & Minckler, Minneapolis, Minn.

B. B. Babcock of the Union Iron Works of Decatur, Ill., has been granted a state license by the state Board of Examiners of Architects, and is therefore legally authorized to make plans and specifications for the construction of grain elevators. This is in compliance with the state law. No architect not being licensed by this board can legally make plans for grain elevators in Illinois.

During the month of June, the E. H. Pease Mfg. Co., of Racine, Wis., shipped 51 grain cleaners of different sizes and styles to foreign countries, including New Zealand, Tasmania and Australia. It has just shipped one of its largest size oat clippers to the Roumanian government for the elevator at Galatz and is getting out two large orders of grain cleaners to go abroad. The company is also enjoying a good trade in other lines, and having an unusually large sale of steel tanks for elevator boats.

The Johnson & Field Manufacturing Company is enjoying quite a brisk trade with its Peerless Mill on the Pacific coast, where there is a good deal of wild oats in the wheat. The machine is said to be the only one which will thoroughly separate wild oats, as well as tame oats and all other impurities from wheat. One of the features of this machine is a device for keeping the lower screen clean and to prevent clogging. This is done by a series of stationary slats fastened under the lower shoe and resting on the bottom of the screen; as the screen moves back and forth over the slats, it prevents any foreign matter from lodging in the meshes of the screen.

One of the most complete illustrated catalogues of machines and machinery used about an elevator which it has been our pleasure to peruse is the 210 page catalogue recently issued by the E. H. Pease Mfg Co. It is well printed on light weight paper so is flexible and easily handled. It is profusely illustrated. In arranging its contents the compilers kept in mind the convenience of the user and have given each class of machines and supplies a section of the book to itself, so the elevator man, the brewer or the miller who examines it in search of information about the machinery and supplies handled by this firm will readily find it. The book is bound by a flexible white cover bearing an embossed

representation of Old Glory in colors. A copy can be obtained by addressing the firm at Racine, Wis.

A BIG LOAD OF CORN.

Now is the season of the year when the proprietors of the new elevator and some enterprising operators of the old ones strive to originate some scheme for attracting the farmer's grain. New and remodeled elevators are often opened with a prize-giving day. The operator advertises the fact that he will give a cash prize for the largest load of grain received on the opening day. Some offer a prize for each kind of grain being marketed and thereby increase the first day's receipts and advertise the opening far and wide. Grain is often diverted from its natural market by this means.

A cash prize of \$10 to \$25 seems to be more attractive to the farmers than a premium of a few cents a bushel on all grain received. A few corn dealers have tried offering a cash prize for the largest load brought to their elevator during a season and have had their receipts materially increased by the offer.



A Big Load of Corn—104 bushels and 10 lbs.

We are indebted to C. S. Watters, "The Hired Man" of Toledo, better known to those who attended the Ohio convention as "Queen Lil" for a photograph of a prize load drawn to Smith's elevator at Metcalf, Ill., during one of the corn loading contests. The load was drawn by two horses and contained 104 bushels and 10 pounds of ear corn.

MEETING OF OHIO AND INDIANA DEALERS.

The Western Ohio and Eastern Indiana Grain Dealers held their regular quarterly meeting at Greenville Ohio, July 6th. President McCue was in the chair. Twenty-seven members were present at roll call.

There being but little business before the meeting, the session was short and informal.

The main topic was the sack question which was disposed of by the dealers agreeing to furnish the farmers second hand and new sacks during the coming year at cost. It was also agreed to tell them that the loaning of sacks would likely be discontinued next year, and in the mean time the elevator people would get their houses in shape to handle the grain without the use of sacks.

The matter of the association joining

the national association, as an association, was also discussed, and by reason of only a small number of the members being present, it was thought best not to take definite action until some future time when there was a larger attendance.

The rest of the session was spent in social talks by the members.

KANSAS GRAIN DEALERS' MEETING.

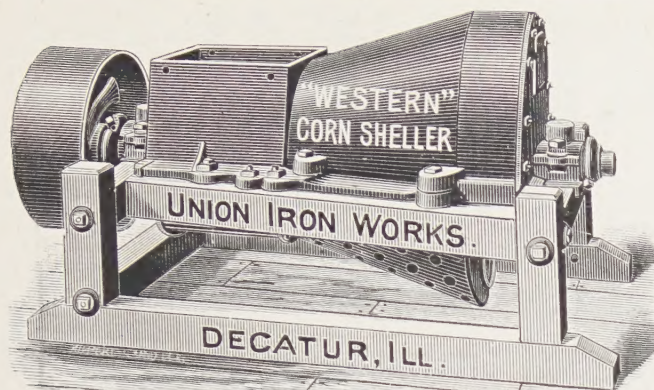
The midsummer meeting of the Kansas Grain Dealers' Association was held at Wichita, Kans., July 7th, and some 70 members of the association were present.

President Hieatt called the meeting to order, and Secretary Smiley read the minutes of the last meeting of the association. The principal business before the convention was a discussion by a good many of the members of the matter of alleged shortage in shipments to Kansas City elevator and commission men and its remedy. Secretary Smiley gave a short talk in regard to the weights at terminal markets, which was of vital interest to both the shipper and receiver. He said: "The shipper in the

country buys the grain of the farmer, paying him for every bushel delivered, and consigns it to his commission man not knowing whether his weights will hold within 1 per cent or 50 per cent. The commission man may be honest and place his grain at an elevator or mill, where he may expect honest weight.

"The car goes short; he makes the shipper returns, and the shipper swears he will never make a shipment to this firm again. The commission man may be to blame and he may not be. My idea of settling this question (probably as near as it will ever be settled until the common carriers become responsible for the amount of grain received) is for every shipper, member of our association, to advise the secretary of the association of all excessive shortages; to have the latter make a record of these complaints, and if he finds that these shortages are occurring through certain houses, he in turn shall advise the members and they can advise their commission man that they will not accept weights at these houses."

After some further discussion the meeting adjourned until 8 o'clock in the evening. The evening session was short and informal. The secretary reported fourteen new members added to the association.



"WESTERN" WAREHOUSE SHELLER.

UNION IRON WORKS

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**"WESTERN" SHELLERS AND CLEANERS
...BEST ON EARTH...**

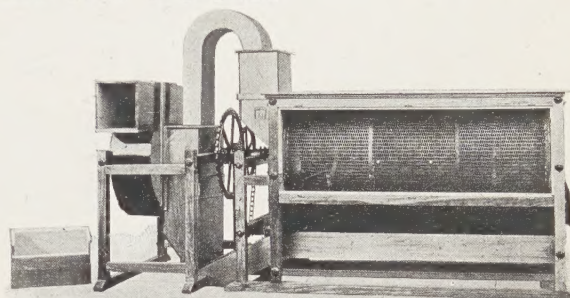
Grain Elevators

...and

**Elevator
Machinery**

...A Specialty...

PLANS MADE ON APPLICATION
BY LICENSED ARCHITECT.



"WESTERN" WAREHOUSE CLEANER.

Write For Catalogue.

Clark's Grain Tables.

AVOID UNNECESSARY FIGURING,
PREVENT ERRORS IN COMPUTATIONS
BY USING

CLARK'S STANDARD SERIES
OF GRAIN CALCULATORS,
FOR REDUCING POUNDS TO BUSHELS.

Clark's Grain Tables for Wagon Loads reduces team scale weights to bushels. This book is prepared for use by Country Buyers. It contains 9 tables, showing the number of bushels in any load from 100 to 4,000 lbs. The first table is for reducing weight of oats to bushels of 32 lbs.; the second is for oats at 35 lbs.; the third is for barley, Hungarian grass and cornmeal at 55 lbs. to the bushel; the fourth is for shelled corn, rye and flax seed at 56 lbs. to the bushel; the fifth is for wheat, clover seed, beans, peas and potatoes at 60 lbs. to the bushel; the sixth, seventh and eighth are for ear corn at 70, 75 and 80 lbs., respectively, to the bushel; the ninth is for timothy seed at 45 lbs. to the bushel. All of the tables are printed in heavy faced type on good paper. The price of this book, bound in strong manilla cover paper, is 50 cents.

Clark's Vest Pocket Grain Tables include tables reducing any number of pounds from 60 to 100,000 to bushels of 56 lbs., 60 lbs., 48 lbs., 70 lbs., 75 lbs., 80 lbs. and 45 lbs. They are bound in tough paper and form a thin book 2 3/4 inches wide by 8 1/2 inches long. Price 50 cents.

Clark's Grain Tables for Car Loads reduces any amount from 20,000 to 64,000 lbs. to bushels, and is designed for use by Shippers and Commission Merchants. It is printed on good paper from heavy faced type and bound in cloth. It contains 16 tables, which show the equivalent in bushels of 32, 56, 60 and 48 lbs., of any amount from 20,000 to 64,000 lbs. Price \$1.50.

Bushel Values is a companion table for wagon loads. It shows the cost of bushels and lbs., when the market price is any amount from 15 cents to \$1.04 per bushel. It is conveniently arranged and easily understood. It is printed on good paper and bound in heavy cover paper. Price 50 cents.

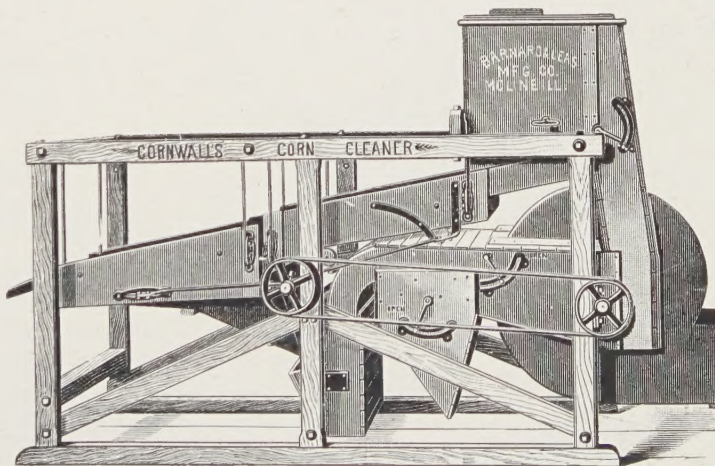
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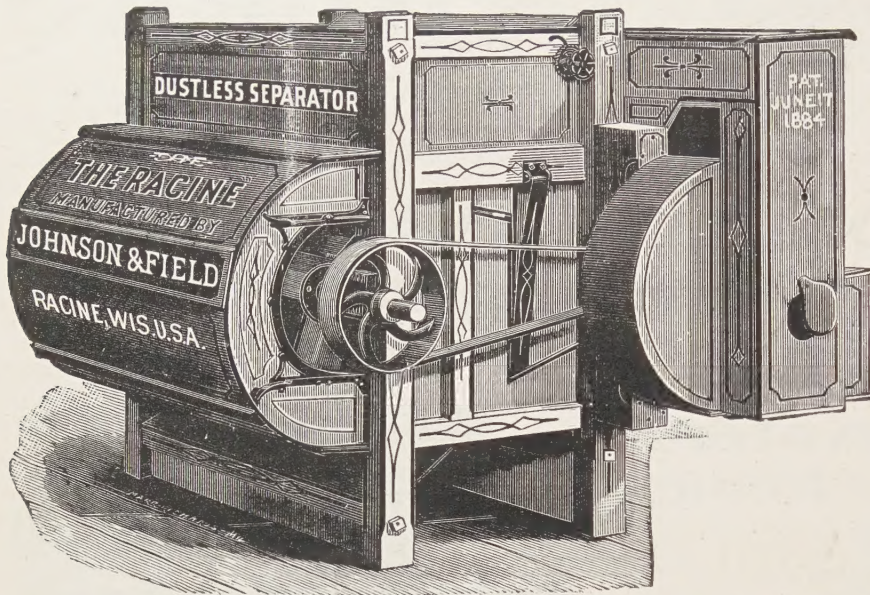


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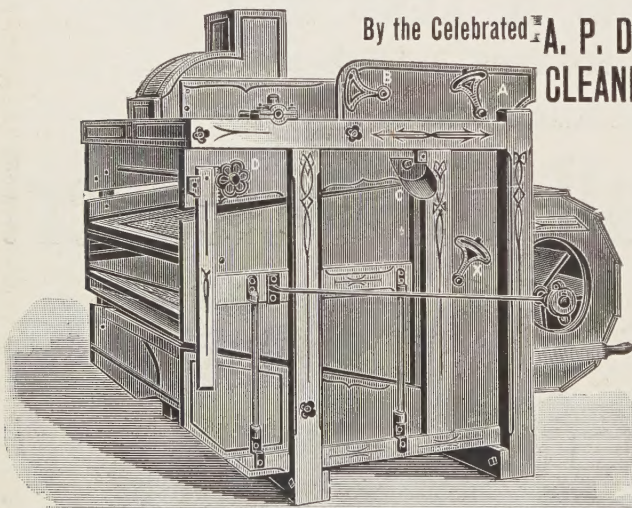
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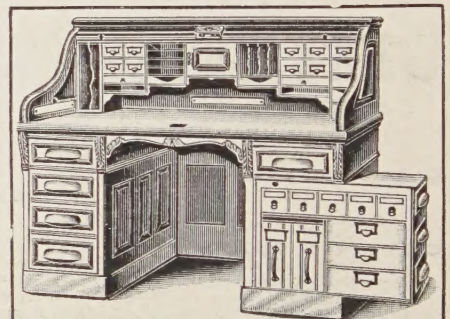
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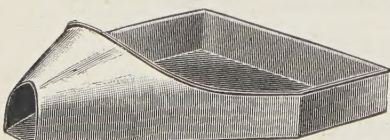
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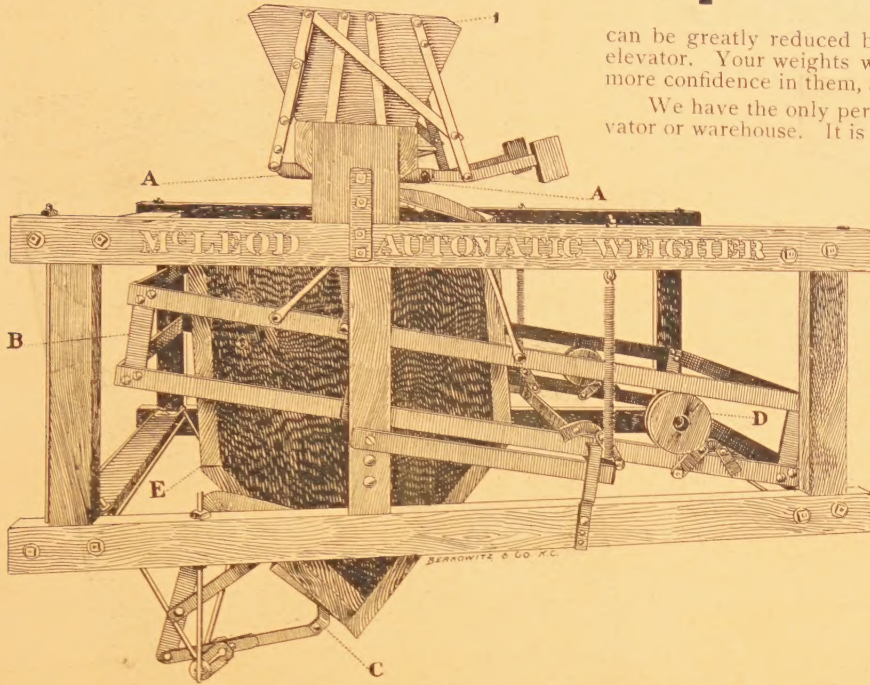
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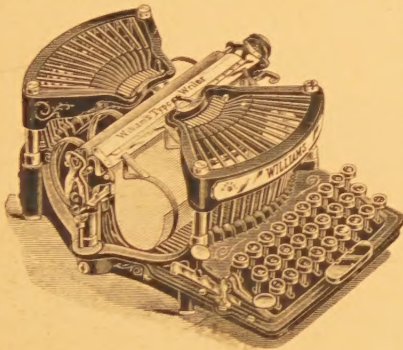
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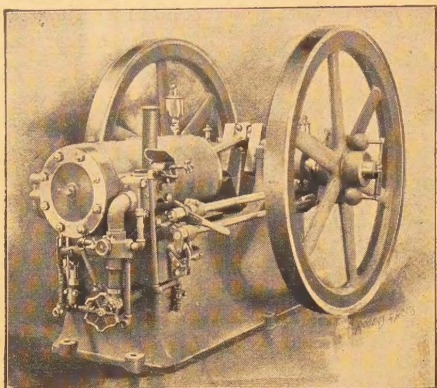
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